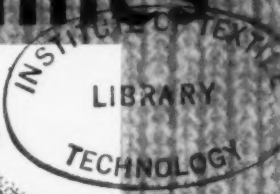


# Knitted Outerwear Times

the official publication of the  
national knitted outerwear association  
386 park avenue south, new york 16, new york  
murray hill 3-7520

sweaters • swim suits • infantswear • knit fabrics • polo shirts • gloves • headwear



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1. 29

MONDAY, MAY 16, 1960

No. 20

## KNOA Publishes Raschel Books

Publication of four books on Raschel knitting by the National Knitted Outerwear Association is announced this week by Sidney S. Korzenik, NKOA executive director and counsel. The four books represent an extensive treatment of the subject and originally appeared as series articles in the KNITTED OUTERWEAR TIMES. The books are:

- Fundamentals of Raschel Knitting. This book is a compilation of articles on basic Raschel knitting principles, written by A. Reisfeld, director of research and development, Gehl Textiles, Inc.; Charles Weinstein, prominent Raschel technologist; D. F. Paling, author of Warp Knitting Technology; and J. B. Lancashire, former lecturer School of Textiles, Leicester, England. 50 pages. Regular price—\$3.00; price to NKOA members—\$2.00.

- Manufacture of Cotton and Wool Outerwear on Raschel Machines, by Charles Rotenstein, 138 pages. Regular price \$4.00; price to NKOA members \$3.00.

- Lace Manufacture on Raschel Machines, by Charles Rotenstein. 48 pages. Regular price \$4.00; price to NKOA members—\$2.50.

- Control of Defects in Raschel Fabrics, by A. Reisfeld. 58 pages. Regular price — \$4.00; price to NKOA members — \$3.00.

All the books are profusely illustrated with photographs and drawings. They are bound in attractive paper covers.



SIDNEY S. KORZENIK

In the introductions to the four technical manuals, Mr. Korzenik points out that publication was underwritten by the Association because while the limited number of Raschel mills in this country is not "large enough to make treatises on the subject of Raschel knitting, an attractive opportunity for commercial publishing, yet the subject is valuable enough to constitute a valuable contribution to the development of the knitting art."

## Shipments Of Sweaters In March Show Decline

WASHINGTON, D. C.—A total of 281,000 dozen women's, misses' and juniors' sweaters were shipped during March of this year, according to the Commerce Department. These shipments reflect a four percent decrease from February, when 294,000 dozens were moved, and a seven percent decline from March of last year, when 303,000 dozen sweaters were shipped.

(Continued on Page 74)

## Knitwear, Yarn Industries To Honor Korzenik At UJA Dinner On June 9

Sidney S. Korzenik, executive director and counsel of the National Knitted Outerwear Association, will be the guest of honor of the knitwear and yarn industries at their annual dinner in behalf of the United Jewish Appeal, it was announced by Harry Silver, of Lofties Knitting Mills, campaign veteran who is heading UJA's Knitwear and Yarns Division for the vital 1960 drive.

Mr. Korzenik, a well-known and widely-respected member of the trade, will be feted for his service to the industry and for the deep interest he has shown in UJA and other humanitarian causes. The dinner in his honor will be held Thursday evening, June 9, at the Hotel Astor, New York City.

Some of the most important men and women in the knitwear and yarn field are working with the chairman this year to insure an outstanding dinner and maximum success in the city-wide drive. Serving as co-chairman of the Division are Bennett M. Berman, of Federal Yarn Corp., and Joseph N. Leff, of National Spinning Co., Inc., both veteran workers and leaders in the Division.

Members of the campaign cabinet are: David Aronow, Lee Beachwear Co.; Isidore Eichler, Jay Knit Co., Inc.; Sol Freeman, Brownie Knitting Mills, Inc.; Benjamin Kaplan, Mayflower Knitting Mills; Samuel Katz, Royal Yarn Dyeing Corp.; Carl Leff, National Spinning Co., Inc.; and Michael Pauker, Barclay Knitwear Co., Inc.

Associate chairmen this year are: Anna Rosenstock, of Rosanna Knitted Sportswear, Inc., ladies' sportswear and sweaters; Louis Meyers, Linwood Knitting Co., Inc., popular price

sweaters; Herb Alper, Cornish Knitting Mills, Brooklyn knitters and dyers; and Richard Pauker, Barclay Knitwear Co., Inc., men's and boys' wear.

The executive committee in formation included the following members: Mac Bier, Templeton Spinning Mills, Inc.; Edward A. Brandwein, National Knitted Outerwear Association; Martin Brustein, S. Brustein; Murray Catin, Century Yarn & Dyeing Co.; Elliot Denis, Central Knitwear Corp.; Elliot Eichler, Jay Knit Co.; Jacob Eichler, Jay Knitting Mills; Bob Gibson, Federal Yarn Corp.; Sim Gluckson, Sunrise Knitwear Co.; William Kaplan, Kaplan & Rich, and Leonard Katz, Royal Yarn Dyeing Corp.

Also Frank Lerner, Blume Knitwear, Inc.; Dan Levy, Banner Yarn Dyeing Corp.; Ben Marcus, Drummond Knitwear Co.; Sam Michaels, Brownie Knitting Mills, Inc.; Leonard Michelson, Irving Cohen Yarn Corp.; Harold J. Rosen, Morrison Knitwear Co.; Gene Rothkopf, Mac M. Rothkopf, Inc.; Alexander Samuel, Cosmopolitan Knitwear Processing Co.; Monroe Seligman, Templeton Spinning Mills, Inc.; Arthur Siegel, Interstate Yarn Mills, Inc.; Bob Silverman, Pauker Boysswear Corp., and Irving Sussman, Sussman Yarn Co., Inc.

# SPECIAL ISSUE: Cotton Yarn & Knitted Fabric Review



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# Knitted Outerwear Times

Published by National Knitted Outerwear Association, 386 Park Avenue South, New York 16, N. Y. MURRAY HILL 3-7520. Subscription Price (including the Yearbook Edition)—\$10 per year in U. S. A. \$15 per year in Canada and foreign countries.

The Knitted Outerwear Times being the official publication of the National Knitted Outerwear Association, is exclusively devoted to the dissemination of information, the exchange of opinion, the stimulation of trade, and the general improvement of the knitted outerwear industry in accordance with the Association's basic objectives as expressed in the preamble of its by-laws.

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## FEATURES IN THIS ISSUE

Cotton Maintains Position in Knitwear .....	3
Integrated Costumes Highlight Cotton Knit Fashions ...	5
Cotton Knit Fabrics, 9, 10, 13, 15, 16	
Jantzen Endorses Cotton in New Lines .....	19
Cotton Seen as Season's New Fashion Dimension	23
Robinson-Patman Act and Its Impact on the Apparel Industry..	43
Legal Developments Affecting the Knitwear Industry.	55

## Cotton Review

# Fiber Maintains Ground In Knitwear

By CHARLES REICHMAN, Editor

KING COTTON is still securely enthroned as the knitted outerwear industry's top hot weather fiber. Although Orlon, Acrilan, Dacron and even some of the recently developed high-strength rayon fibers are meeting with acceptance in knit apparel areas in which cotton has long been the sole raw material, the seed fiber thus far has managed to hold its own quite nicely against stiffing competition from man-made fibers.

The immediate outlook is for continuance of cotton's reign as the knitted outerwear industry's chief summer fiber. The long-term prospect, on the other hand, may not be quite as rosy. Penetration by the synthetic fibers is bound to become deeper in the next few years as the number of chemical fiber substitutes for cotton continues to increase and man-made fiber producers intensify their promotional and merchandising efforts and develop improved synthetic fiber yarns for the knitting trade.

## No Present Danger

For the present, however, cotton appears to be in no clear danger of suffering the same shattering blows that were delivered to wool in the sweater field by Orlon, nylon and some of the other synthetic fibers. Part of the reason for this is that the cotton interests long ago recognized that synthetic fibers posed a serious competitive threat to cotton; not only were they more sensitive and alert to this than the wool growers—who are only now attempting to repair the great damage done by synthetic fiber penetration—but they early organized to stem any possible tide away from cotton to man-made fibers.

The defensive action has taken the form largely of upgrading cotton quality all along the line from grower through to spinner and knitter. The National Cotton Council, for example, has mounted an aggressive drive to convince the nation's cotton growers that maintenance of the fiber's inherent quality is their best weapon for warding off further synthetic fiber incursions in the knitwear and textile industries. At the fiber processing level the Council has called for correction of such abuses as picking cotton when it is too

wet, over-drying and over-machining, all of which can seriously affect cotton quality.

## Improved Yarns

In the knitted outerwear industry, cotton spinners have been able to stave off competition from synthetic fibers by a similar upgrading process—turning out cotton yarns of improved knitting quality and consisting of better grade and longer length staple fibers. Simultaneous with this has come an intensification of effort by top notch cotton spinners to increase knitter use of combed and superior quality carded yarns as well as mercerized cotton yarns.

That these efforts are paying off is apparent in the increased poundages of cotton yarn which the knitted outerwear industry is now consuming. Cotton use by the industry is now at an all-time high. The National Cotton Council estimated that in 1958 1,800,000 bales of cotton (each weighing 500-lbs.) were consumed in the manufacture of knitted outerwear and swimwear.

Knitted shirts, of course, remain the knitted outerwear industry's chief area of cotton yarn utilization. The amount of cotton used for knitted sport shirts has grown each year in keeping with a steady enlargement of demand for these items. Last year 21,000,000 dozen knitted sport shirts for men, women and children were turned out by the industry. This represented about a four percent increase over output in the previous year. If the National Cotton Council's previous estimates of the ratio of cotton to other fibers in knitted shirts is correct, the synthetic fibers account for no more than about five to seven percent of this total. Even allowing for the fact that the NCC's estimate may be over-generous, cotton would still account for the overwhelmingly greater part of aggregate knitted shirt production.

The proportion which cotton represents of this total appears, however, to be gradually diminishing, an indication of some shift to synthetic fibers. This is more clearly borne out by the fact that yardgoods knitters who supply knit shirt makers with the bulk of their fabric needs are today using more acrylic, polyamide and polyester fibers than ever before. In 1958, for example, knitters of cloth for sale used 34 percent more man-made fiber yarns than the previous year, while their consumption of cotton yarn in the same period rose only four percent.

Aside from knitted shirts, other important product areas of cotton consumption in the knitwear industry are swimwear and knitted dresses, the latter a recent development. In swimwear, cotton is employed both in swim suits of knitted as well as woven construction. At the moment, the greater poundage goes into the woven rigid fabrics. However, cotton in knitted constructions combined with elastic have been showing remarkably sharp growth and by this coming summer unquestionably will represent a significant segment of the swimwear market.

## Knitted Dresses

In knitted dresses, the use of cotton is at near-boom proportions. Up to now most of the cotton has gone into plain and fancy jersey fabrics. However, the popularity of Italian knit dresses has prompted a number of knitters to utilize cotton in the rib constructions that duplicate the Italian knits. Not only do these rib knit fabrics represent an entirely new element in the knitted dress picture but from a production standpoint they require far more poundages of yarn than the jersey materials.

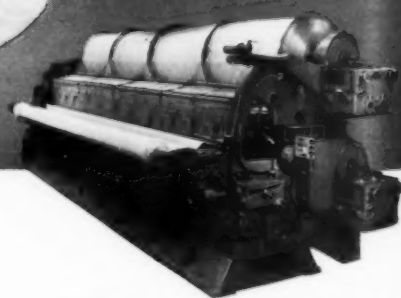
Even in those areas where the synthetics have scored wide gains over cotton, the natural fiber has not lost out completely. Many manufacturers have found that aesthetically and for improved end-use performance best results are achieved with

(Continued on Page 21)



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**Cotton Knit Style Trends****Integrated Costume Components Keynote '60 Offerings**

By DORIS DIAMOND

THE significance of cotton in the spring and summer style scene has been well established by the interesting breadth and depth of street, sports and beach fashions available and meeting with strong response in the men's, women's, infants' and children's areas. Cotton knits have been taking honors in a multitude of intercoordinating separates or ensembles in feminine wear starting with the smallest of sizes. They are firmly entrenched in warm weather men's shirts. In swimwear, this natural fiber yarn has been getting important play in both woven variations and elasticized knit treatments.

In addition, feminine cotton knitwear has emerged with importance for transitional selling, where it is felt to bridge a gap between summer and fall consumer needs. In this area, ensembles, dresses and suits, as well as coordinating separates, are getting attention.

There is also some strong feeling, backed by retailer response, that ladies' and misses cotton knit costume components, ranging the full gamut from dresses, skirts and jackets to shorts of some lengths and slacks, will maintain sales strength throughout fall. On the masculine side of the fall coin, cotton knit shirts continue to occupy a niche in lines but are vying heavily with synthetics, particularly as the price per unit mounts.

**Outerwear Field**

Another area in which cotton knitgoods are expected to find a volume outlet is the outerwear field. Bulky ribbed cotton fabrics with laminated backs are being promoted for cold weather jackets and the like.

Cotton knit fabric with surface interest, in general, is getting an enthusiastic fall nod. Not only is texture, in solid and two-color delineation, spotlighted but is often augmented by a brushed surface. Fabric sources are also courting the men's wear trade with bulky ribbed goods that have rich lacey-appearing reverse sides which might well be brought to the forefront.

Supplementing the broad arrays of 100 percent cotton knits in the fashion picture, 1960 has brought with it intensified interest in the blending of cotton with

synthetic fibers or wool. While it stands to reason that the combination is brought about to achieve the maximum of desirable wear characteristics in the garment, aesthetics or appearance have also prompted blending. Among the blends are those incorporating wool, Dacron, acetate, rayon, some Orlon and Vycron, a polyester. Wool goods with cotton backs are also shown for fall. The use of Helanca with cotton in knitted swimwear is also notable.

**Men's Wear**

Despite the enthusiasm over Continental style features ranging from tight, hugging bodies to shawls, boats and wide spread collars with V-necks and inserts, there seems to be a movement back or rather stabilizing around, solid knit shirts with fashion collars and two-or-three-button closures.

Spring and summer response was especially good in fashion collars and shawls, sources reported early in the selling period. There was feeling that the knit shirt with boat neckline and three-quarter sleeves had already become a secondary style. To some degree, the slit sides associated with that style have left a strong mark. One of the new entries in the knit shirt race was the Mandarin collar, which could also be folded down and worn as a round treatment.

Lacey, somewhat bulky surfaces got style play in men's knit shirt lines and there was some degree of emphasis on patterning. The fall trend is distinctly away from anything suggesting garishness and towards subdued contrast trims at collars, cuffs and banding. Conservative trims, such as embroidered motifs, are described as trim notes.

**Swimwear**

Generally, in men's swimwear novel features were introduced, with the basic briefs and boxers

of shorter and conventional length serving as somewhat of a volume backbone. Early feeling was that knits would get greater attention than ever and in this area cotton emerged in combinations, perhaps with acetate and rubber. The knits got into the act in lengths from Continental Bikini brief to John L. long. While the trend seemed to be away from horizontal stripes in the latter in early estimates, striping did draw attention.

Sources supplying the wholesale trade seemed to anticipate a trend away from bold, bright colors toward muted and blended hues; however, elements of daring were introduced in men's swim trunks and owed their inspiration, at least in part, to excitement over things Hawaiian. A wraparound sarong Bikini, for example, was among the novelties which resulted from the fashion fervor and a number of bold prints came in for favor.

A good deal of coordination went into planning for men's rigid fabric trunks, among which there are cotton and Dacron blends as well as all cotton. The trunks, in brief, regular and reversible styles, often mate with woven cotton jackets, shirts or shirt-jackets and with cotton knit slipovers. Sometimes pattern repetition is the tie-in element; other times solid and striped or other pattern effects get the nod. Terry is a frequent note on the beach toppers. Square cut legs and neat zippered fronts draw some of the interest in trunks.

**Ladies' And Misses'**

In this area, the style range has been wide open for cotton knits. The variety of lengths in which shorts were promoted grew broader, with Jamaicas taking away some play from Bermudas. Slim jims or Capris, skirts, cardigans and tops have been designed to either go their separate ways or integrate in perhaps the strongest pushes towards multiple unit sales to date.

The cotton knit sports item to get what appeared to be the

most individual attention has been the cropped top or rib tickler, an easy straightline slipover which has been at its height in sleeveless versions with scoop or boat necks.

On the surface, three-quarter sleeve boat neck slipovers have seemed to capture a greater interest in the feminine market during spring and summer selling than it did in the masculine field in which it got initial impetus. While softly collared cotton knit blouses in sleeveless or short-sleeved models have been well in the picture, yet another instance of plumage borrowed from male lines has been the collar and placket shirt. Nautical notes also have made themselves felt.

Dresses and streetwear costumes knit of cotton have been showing texture advantageously and in spring and summer generally kept to slim lines. They seem to be continuing in the fairly slim mood for transition. A bit of tucking or pleating below the waist softens silhouettes somewhat. Tunics or slender coats compatible to coordinating dresses figure in the transitional picture. Buttons, tabs, patch pockets and side slits are among the tailored details generally employed in cotton knits.

Augmenting textured — perhaps boucle — patterned — possibly checked, striped or floral motifs — and solid flat knits have been elaborate screen print motifs.

**Swimwear**

Cotton has been well represented in both the knitted and rigid woven offerings for the 1960 season. Knit outlets for the yarn include one- and two-piece sleek suits of maillots or sheath design. Strong emphasis on draping and sarong-like treatments is reflected in woven cotton suits, many of which take to bold splashy prints island moods ranging from Hawaii to the South Seas.

Other styles in which woven cotton fabric has shown prominence include boy short models, totally uncluttered sheaths or maillots, some skirted models, (Continued on Page 19)

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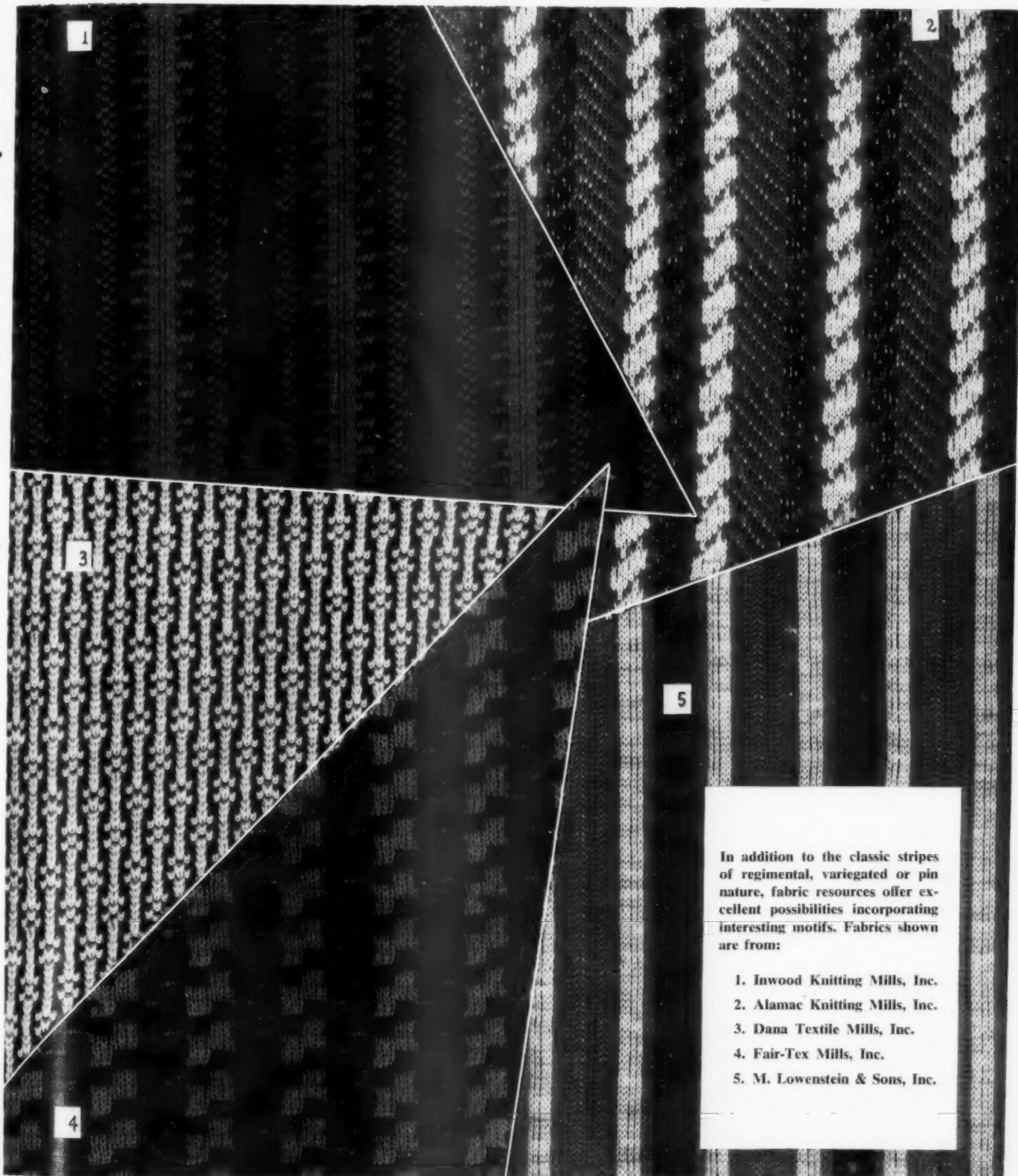
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**Fall Cotton Knitgoods Lines****Vertical Stripe Variations Attractively Carried Out**

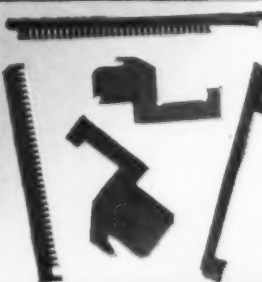
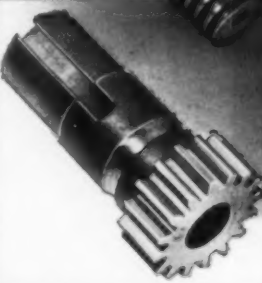
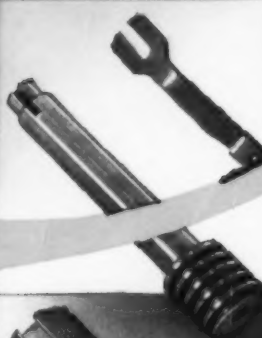
In addition to the classic stripes of regimental, variegated or pin nature, fabric resources offer excellent possibilities incorporating interesting motifs. Fabrics shown are from:

1. Inwood Knitting Mills, Inc.
2. Alamac Knitting Mills, Inc.
3. Dana Textile Mills, Inc.
4. Fair-Tex Mills, Inc.
5. M. Lowenstein & Sons, Inc.

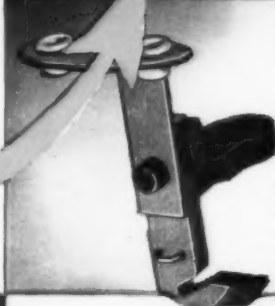


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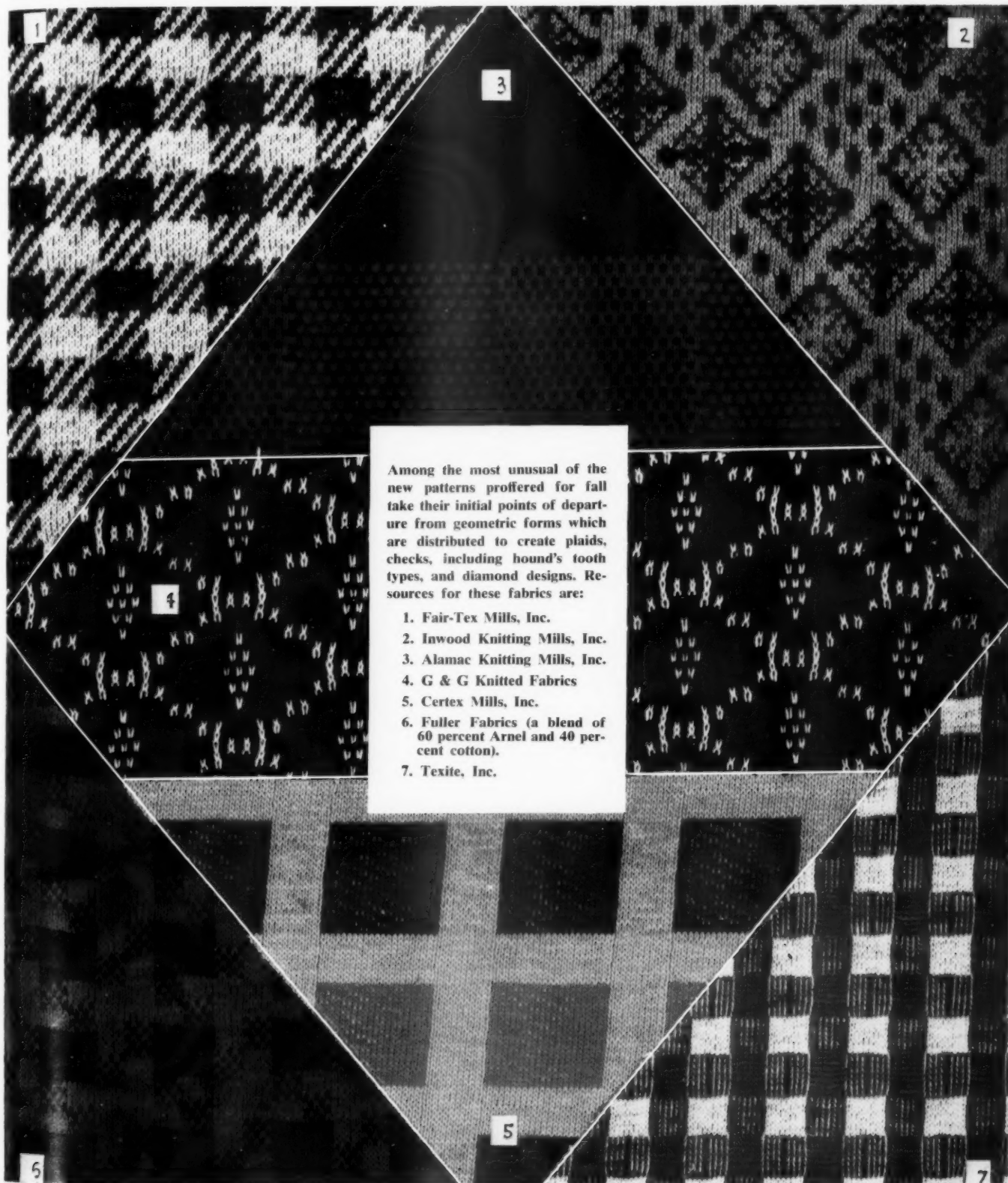
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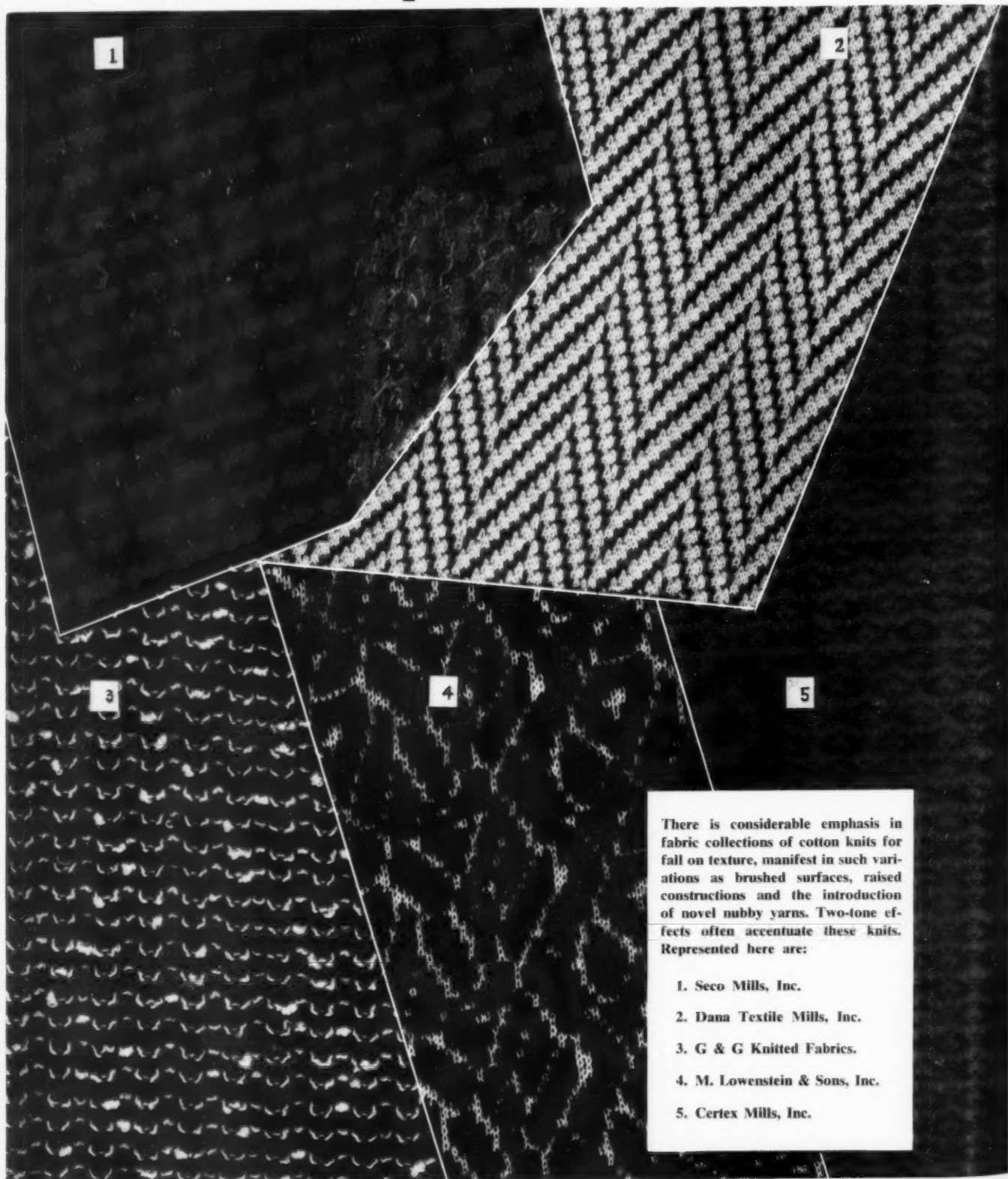
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**Fall Cotton Knitgoods Lines****Geometric Motifs Pivot Points For Plaids And Checks**

Among the most unusual of the new patterns proffered for fall take their initial points of departure from geometric forms which are distributed to create plaids, checks, including hound's tooth types, and diamond designs. Resources for these fabrics are:

1. Fair-Tex Mills, Inc.
2. Inwood Knitting Mills, Inc.
3. Alamac Knitting Mills, Inc.
4. G & G Knitted Fabrics
5. Certex Mills, Inc.
6. Fuller Fabrics (a blend of 60 percent Arnel and 40 percent cotton).
7. Texite, Inc.

**Fall Cotton Knitgoods Lines****Novel Textures Interpreted In Two-Tone Treatments**

There is considerable emphasis in fabric collections of cotton knits for fall on texture, manifest in such variations as brushed surfaces, raised constructions and the introduction of novel nubby yarns. Two-tone effects often accentuate these knits. Represented here are:

1. Seco Mills, Inc.
2. Dana Textile Mills, Inc.
3. G & G Knitted Fabrics.
4. M. Lowenstein & Sons, Inc.
5. Certex Mills, Inc.



**Ladies' And Misses' Cotton Knit Style Themes****Simple Slipovers Designed For Tailored Streetwear**

EXCELLENT possibilities for cotton knit sweater blouses are suggested in this quartet of Continental slipovers with a distinctly tailored air. From left to right: a collar and placket model with contrast trims echoed at hemline and cuffs; a slipover with simulated French cuffs and wide open V-neck bordered by a spread collar; a short-sleeved sweater-shirt with muted horizontal stripes that invite skirt coordination; and a vertically-striped slipover with short dolman sleeves and a multi-colored collar. In general, the slipovers shown reflect an air of ease in silhouette and are made to fall casually over either a slim or pleated skirt. The incorporation of more than one color in a garment provides multiple coordination possibilities with costume components. Needless to say, these knits also lend themselves well to wear with slacks, shorts of all lengths and cotton knit cardigan toppers.

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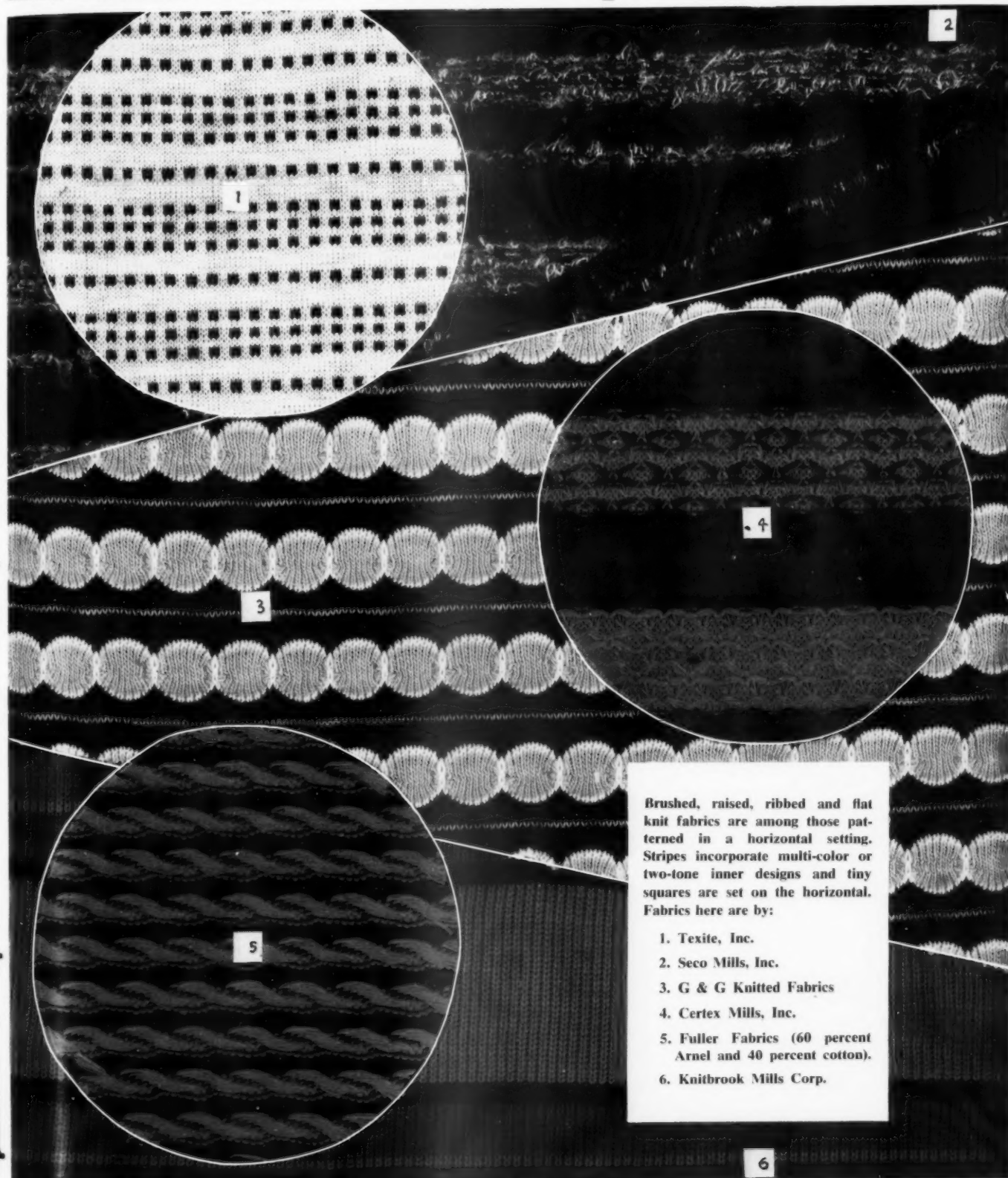
For Helanca, Ban-Lon, Tycora, and other stretch synthetic fabrics, Keystone's quality process means swimwear-fastness, greater elasticity, and sag-free recovery!

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**Fall Cotton Knitgoods Lines****Horizontal Themes Include Stripes And Other Motifs**

Brushed, raised, ribbed and flat knit fabrics are among those patterned in a horizontal setting. Stripes incorporate multi-color or two-tone inner designs and tiny squares are set on the horizontal. Fabrics here are by:

1. Texite, Inc.
2. Seco Mills, Inc.
3. G & G Knitted Fabrics
4. Certex Mills, Inc.
5. Fuller Fabrics (60 percent Arnel and 40 percent cotton).
6. Knitbrook Mills Corp.



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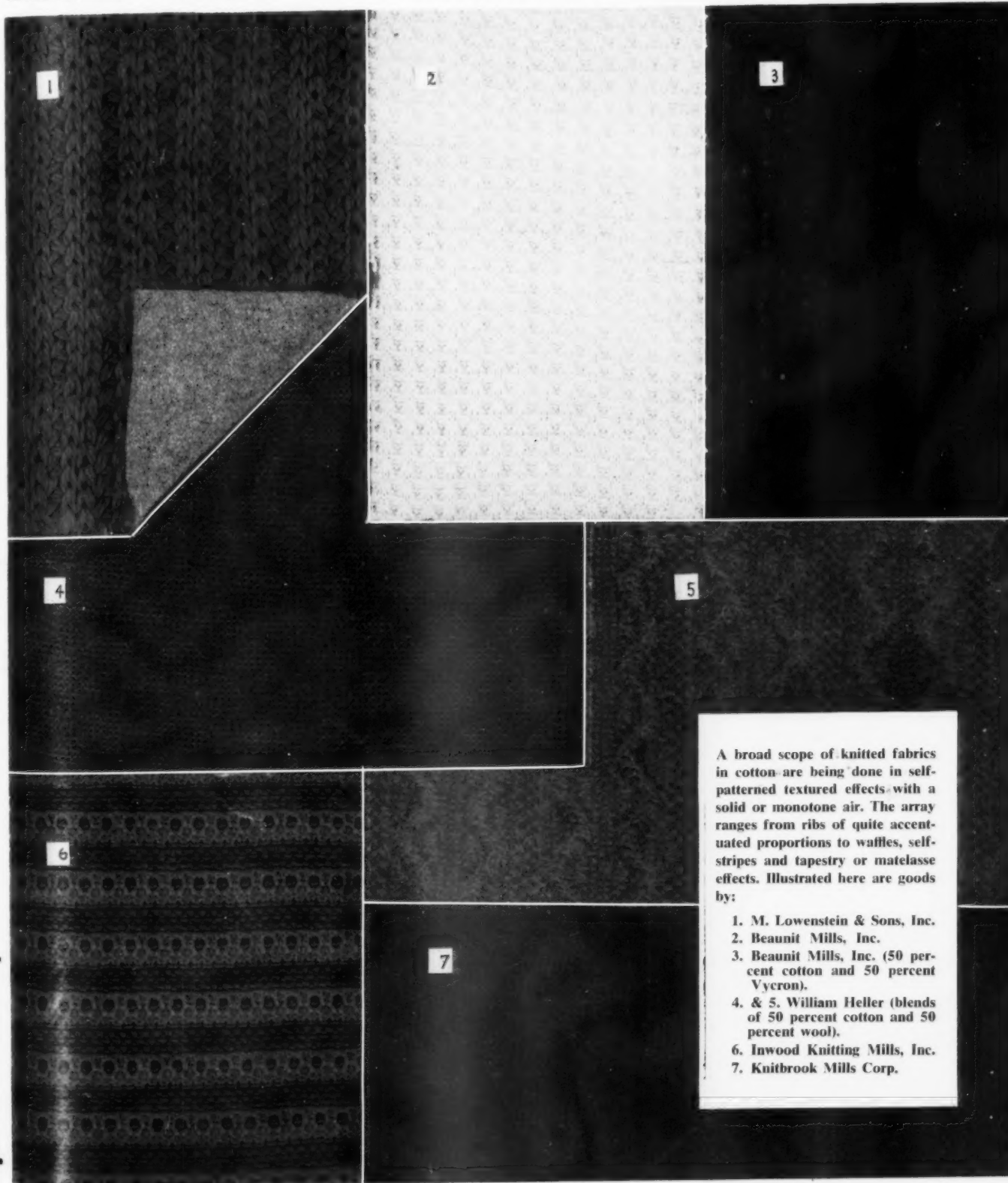
Inter-Winter Knits in A&E Cotton Ice meet the needs of leisure winter hours for casual indoor living . . . "cold weather styling for warm day comfort."

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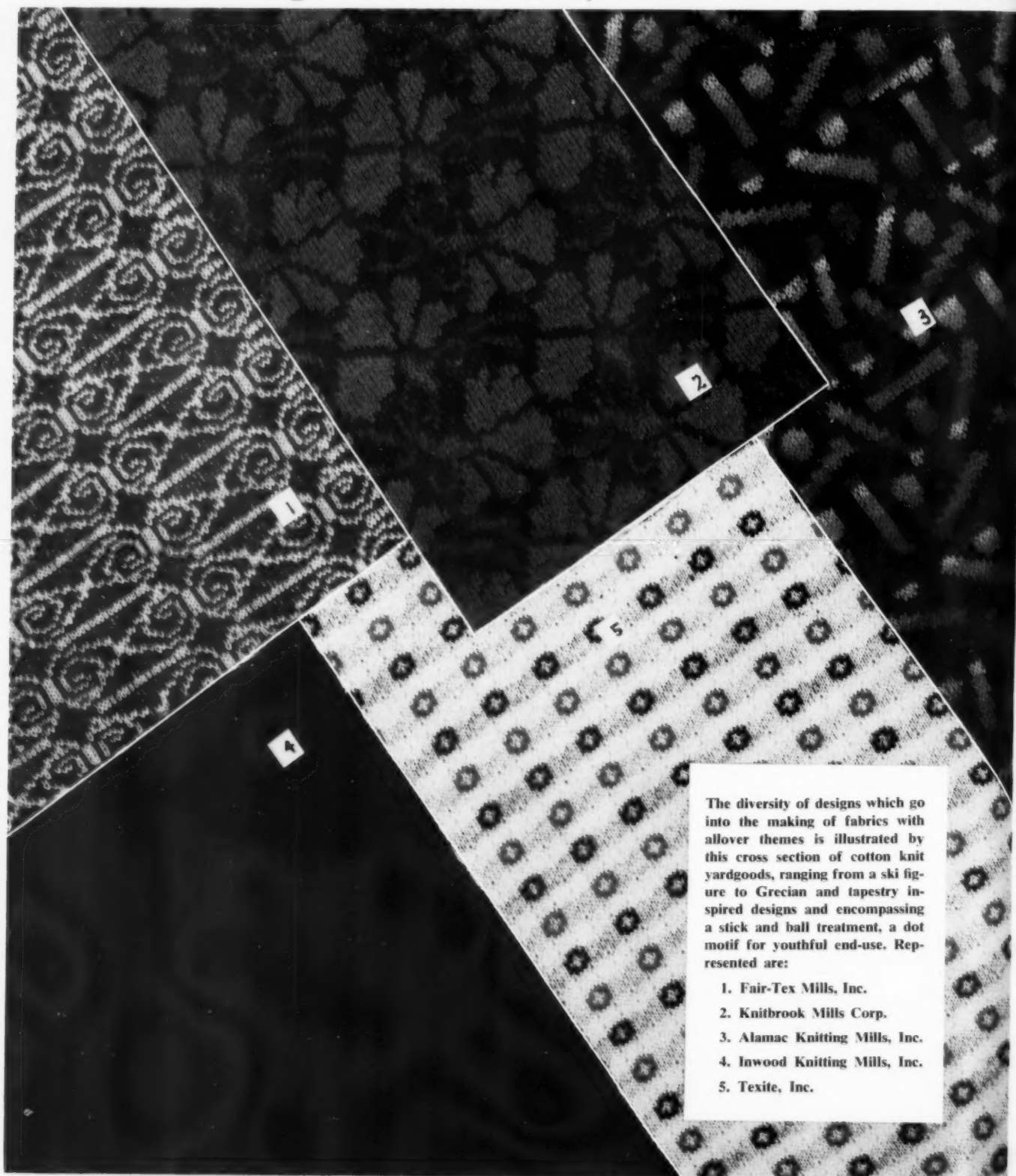
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**Fall Cotton Knitgoods Lines****Texture Comes To Forefront In Richly Varied Effects**

A broad scope of knitted fabrics in cotton are being done in self-patterned textured effects with a solid or monotone air. The array ranges from ribs of quite accentuated proportions to waffles, self-stripes and tapestry or matelasse effects. Illustrated here are goods by:

1. M. Lowenstein & Sons, Inc.
2. Beaunit Mills, Inc.
3. Beaunit Mills, Inc. (50 percent cotton and 50 percent Vycron).
4. & 5. William Heller (blends of 50 percent cotton and 50 percent wool).
6. Inwood Knitting Mills, Inc.
7. Knitbrook Mills Corp.

**Fall Cotton Knitgoods Lines****Allovers Incorporate Abstract, Conversational Motifs**

The diversity of designs which go into the making of fabrics with allover themes is illustrated by this cross section of cotton knit yardgoods, ranging from a ski figure to Grecian and tapestry inspired designs and encompassing a stick and ball treatment, a dot motif for youthful end-use. Represented are:

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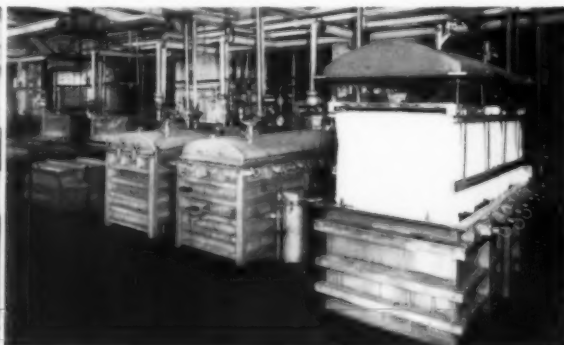
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## Cotton Review

## Cotton A Big Note In Jantzen's Swimwear Collection

By VIRGINIA CORNING

PORTLAND, Ore.—The Jantzen summerwear line for 1961 will make extensive use of cotton knits in practically every type of sportswear, from T-shirts to dresses and swimwear. Cotton's importance is growing rapidly and the surface has only been scratched, says Jeri Holmes, the fashion and merchandising coordinator, in Jantzen's women's division.

One reason for the expanding role of cotton knitwear is its functionality, according to Mrs. Holmes. "It's even better than wool knit materials for travel in the summer months, since it is both cool and lightweight," she claims.

New, imaginative ways of handling cotton knit are in great part responsible for the surge of interest. "At one time, cotton knit looked like underwear," Mrs. Holmes notes. "But fashion, color and excitement can do wonderful things for any material." The tremendous amount of texture being used for cotton knit has removed the "underwear" stigma, she feels.

"Color, too, is very important, and Jantzen will have a wonderful color range in 1961."

There will also be brushed, printed and many other fresh and enlivening stock.

Special finishes add to the fashion possibilities. Jantzen will use both conventional types and the lustrous finishes in its forthcoming line.

The number of cotton knit swim suits in the line will be increased, also.

Cotton knit is becoming more important in the fall lines, too, and it is a definite part of the transitional picture, says Mrs. Holmes.

Jantzen's cotton knit groups for fall, 1960, in the women's line include both print and plain coordinates. A gay and giddy On Beat print, in a multicolor rib knit, includes slim taper pants with vents at the ankle and

an elasticized waistband. The matching boatneck pullover—also with side vents, has hemmed three-quarter sleeves and hemmed bottom. It is presented in two striking color combinations—brick, China tea and ivory, and bachelor blue, no-color green and ivory.

The Bee Line cotton knit group, in ribbed solid colors, includes a boatneck pullover and a cardigan design, with ring neck and grosgrain ribbon down the buttoned front. Team-mates for these tops are the taper pants with vent legs and a slim skirt with half back-lining—also in the knit.

The colors include brick, China tea, no-color green, bachelor blue, vicuna and black. They can be matched or mixed compatibly with the pants or top in the lively print described above.

The garments also enjoy numerous coordination possibilities with other knitted or plain fabrics in the Jantzen fall line.

## In Cotton Knit Offerings Integrated Costumes

(Continued from Page 5)

Grecian draped or pouf skirted numbers and two-piece suits in which an aura of fresh youthfulness is suggested by a bow or ruffling.

Both textured and flat constructions have been taken into account in the cotton knits and a number of resources appeared to divide their emphasis between solids and patterned treatments. The use of two colors, either contrasting or blending, to define a raised stitch has also been a feature.

One of the strongest pivot points in cotton swimwear has been the complete beach wardrobe theme, carried out particularly strongly in the wovens and to some degree as well in knits. In the latter instance, for example, simple suits such as mail-lots have been printed to pair with woven cotton beach coats.

(Continued on Page 21)

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Beach sweaters, skirts—including a cocktail skirt designed to mate with a rhinestone-studded cotton suit—shorts, slacks and what have you have been brought into the picture.

According to some resources, the junior swim suit market has been particularly stimulated by the offering of a wide and diversified range of woven cotton suits. Here, particularly, clever conversational motifs have been said to provoke interest.

#### Children's Wear

This has seemed to be particularly gratifying area for cotton knits of spring and summer sales appeal. The intercoordination theme has caught on with meaning in all size ranges of feminine fashion, from infants through teens and the sports-wear story more or less echoes the adult one in the diversity of separates available.

In boys', infants' and toddler ranges, too, costuming continues to get attention in shirt, shorts and cardigan combinations or variations thereof. The older boys' ranges appear to follow closely upon senior trends. There is, however, persistent appeal in nautical themes and boat, shawl and Continental collars have also come in for play.

Texture has appeared to be in the forefront in children's knits, often taking the form of mesh or waffle effects. A considerable amount of stress has seemed to be placed on miniature pattern effects such as pin checks or stripes. Plaids, conversational themes and Tyrolean motifs are also of pattern interest. Prints range from the bold to quite delicate.

Special style notes in girls' and little girls' treatments include frillier jabot effects, puffed sleeves and Peter Pan collars. The cropped top is in this area, too, a meaningful style.

#### Swimwear

Boys' swim trunks and sets are following closely in style upon the heels of adult masculine themes and are continuing to get their due share of the market in woven cottons. Reversible, neat zipper treatments, boxers of somewhat abbreviated or slightly longer length lend themselves to boys' styling.

The same optimism over the importance of knits in men's swimwear has carried over into the boys' models. Here, too,

novelty patterns and stripes and combinations of solids with designs or stripes were expected to catch on.

While the continuing interest in ruffled and shirred woven cotton swim suits has made itself felt in girls' ranges, there has been a trend toward the smoother, less frou frou swim suit style. It has manifested itself in woven cotton suits with sleek, clean lines of sheath or maillot origin and in simply patterned cotton knits.

#### Cotton Holds Firm As Knitwear Fiber

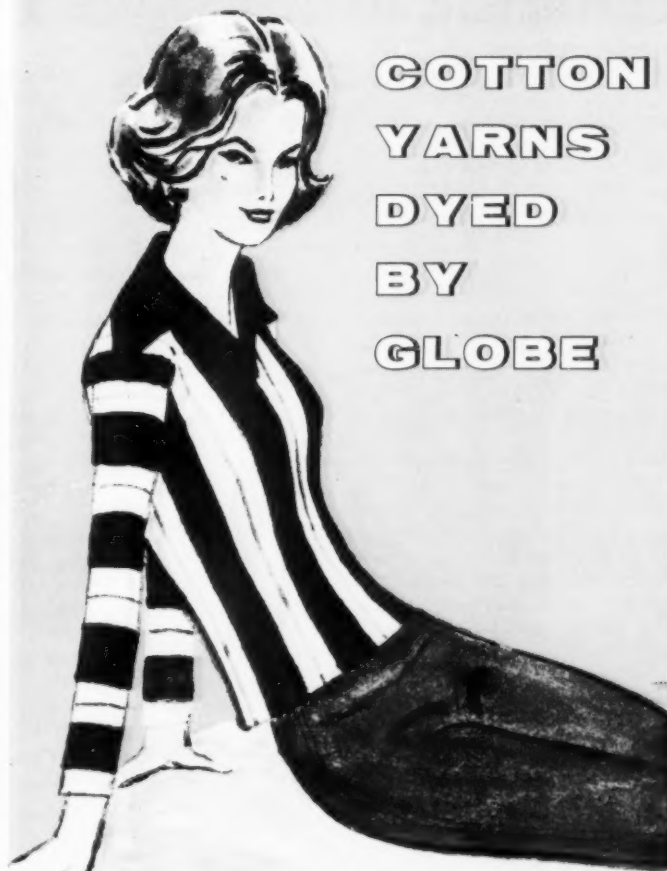
(Continued from Page 3)

the synthetic fibers when they are blended with some quantity of cotton. A prominent blend in the market for knitted shirts, for example, is 80 percent Orlon acrylic fiber and 20 percent cotton. Others include varying blends of Dacron or other polyester fibers with cotton. Cotton is even mixed with the new high-strength rayon fibers such as Avril, Zantrel and Corval.

One of the reasons for cotton's success in resisting synthetic fiber inroads has been the gains made in the chemical finishing of cotton knitted yardgoods. Shrinkage control chemicals for these fabrics today perform much better than these textile auxiliaries did a few years back. In addition, a whole new slew of resins and other chemicals has been developed for imparting to cotton knitted materials properties which they formerly did not possess. Among these may be listed the new sanitizing and purifying agents.

New markets for cotton may be opened up in knitted outerwear too by work now being carried out in research laboratories. An example of the latter is a project at Clemson Agricultural College for producing cotton yarns with permanent elastic properties, similar to those possessed by thermoplastic stretch yarns. By means of crimping, looping and other modification routes and setting these resultant yarn distortions by chemical treatments, the researchers hope to produce cotton yarns having durable elasticity. Such a development would be a boon to use of cotton not only in swimwear but in knit shirts and other garments.

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## Cotton Style Trends

# Knitwear Of Cotton Season's New Fashion Sensation

By MARY CROSBY

Fashion Department, National Cotton Council

POSSIBLY the most important trend noted at the recent collections of cruise, spring and summer fashions is toward cotton knitwear, ranging from the sports to the high fashion field; and all evidence points to an even greater increase for fall. Knitted clothes have really become one of the wonders of the modern fashion picture. They travel brilliantly, pack miraculously, weigh practically nothing, never need ironing and, most important, they cost next to nothing. Last, but not least, there's never a storage problem.

Cotton knits for sportswear have come so far from the lowly T-shirt as to be totally unrecognizable. As a matter of fact, it's almost impossible to find a T-shirt of the old-fashioned variety any more. Now the "T-dress" is one of the very newest and most flattering styles. These are absolutely nothing more than an elongated T-shirt of dress length, and belted knitted in cotton stripes, plaids or checks. But what a difference! Figure clinging and figure enhancing.

Coordinates of pants and

shirts with jackets are vastly popular. Pants, for example, are found from the shortest of shorts, through Jamaicas and Capris to a slim ankle length. Jackets may be trimly tailored blazers, tunics, high buttoned cardigans, bloused or gaily flaring. Tops are limitless: cropped tops, tank tops, loose pullovers, long and short sleeved shirts and scoop necked blouses, to name a few.

Knitted swim suits are having an amazing revival, particularly the maillot in solid white and black. One-piece suits are generally in solid colors or pencil slim stripes, while two-piece suits with matching beach jackets are mostly patterned.

For the hostess knits are even

nicer than a week-end "house-present." Patterned, brocaded, waffle-textured and striped in one- two- and three-piece casually elegant ensembles—they're the very nicest way to look and feel while entertaining.

Colors for summer sportswear range the spectrum—reds, blues, yellows and greens are striped with white and pair up with solids in vivid combinations—while sophisticated muted tones such as grays, browns, paled blues and burnished golds and greens in bulkier knits such as ribs, novelties and cable stitches presage a sophisticated view of late summer and fall.

In the day and date dress fashion picture and, of course, for travel, knits again sweep the field. Sheaths with high or scoop necks, sleeveless or short sleeved in ice cream colors and whites are very much a part of the scene. Shirtmakers that button all the way down to the hem are as easy as pie to slip into and

wear. Separates, particularly slim one-piece dresses, appear with bolero and Chanel-type jackets. These are usually edged with a contrasting color such as beige on black or white on navy blue. Skirts in all cases are lined, preserving a slim silhouette.

While beige or bone (a slightly lightened beige), whites and paled pinks and blues have held the color card in day-into-evening clothes for spring and summer, a peek into the fall scene suggests mixtures such as black and white, brown and white and two-toned browns as style leaders. Grape and lavender tones will be important and the perennial favorites such as bronzed and russet tones are coming to the fore. Skirts will be pleated and much attention will be given to yoke and sleeve detail; jerkins will be worn with matching skirts.

Heavier knits and those that are cosily lined will be the basis of coats and suits.

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## Mill News

### Regal Adopts Name For Sub-Teen and Teen Line

Regal Knitwear Co., will market its sub-teen and teen collection of sweaters and swim suits under the name, Young Couture by Regal, it was announced by Justin B. Israel, vice president.

The Young Couture line will be shown in a newly decorated showroom at the Regal offices, 1333 Broadway. The showroom was created by Howard L. Israel who designs Regal's swim suits as well as its subsidiary line of beach bags sold under the Bonne Age name.

The Young Couture sweater line includes brushed and bulky knits and covers cotton knits as well as sweaters.

### Kane Heads Production At S. Augstein & Co.

Gene Kane has joined S. Augstein & Company, manufacturers of Sacony women's and children's wear, as director of manufacturing. Mr. Kane, who has been in apparel production work for a number of years, will make his headquarters at the firm's College Point, L. I. plant.

He succeeds Maurice Kurtz, a veteran of 30 years with S. Augstein. Mr. Kurtz has been appointed to a new post of assistant to the board chairman, A. M. Augstein, to work in the area of new product development. Mr. Kane will supervise production in New York and in the firm's South Carolina plants.

### Munsingwear Inc. Charts Record Sales And Profits

MINNEAPOLIS, Minn. — Munsingwear, Inc., reports it is well on the way to another record year in sales and profits. George D. McConnell, president, told the annual stockholders meeting here that sales in the first quarter of 1960 were six per cent ahead of a year ago, while profits were up 18 per cent.

The gains scored so far, new merchandise coming out this summer and increased spending by consumers for apparel combine to ensure that 1960 will be a new record year, McConnell declared.

C. Morgan Aldrich, Jr., vice president, said the firm has developed a new knit shirt for bowlers and hopes it will be successful in this area, where knit shirts are seldom worn.

First quarter sales were \$10,394,599, compared with \$9,803,315 a year ago. Net earnings were \$316,207, or 78 cents per share of common stock after payment of preferred dividends, compared with \$267,399, or 66 cents a year ago.

McConnell said profits for the full year are expected to run substantially ahead of 1959, but not at the 18 percent rate recorded so far. The record sales and earnings for the firm last year were due in large part to continued emphasis on product improvement, the introduction of new products at popular prices, a strengthening of sales effort by more concentration in metropolitan marketing centers and improved advertising and fixturing programs.

Commenting on the textile industry as a whole, McConnell stated that the increase in labor costs which were general throughout the industry during the first quarter of 1960 would tend to lower the margin of profits in some cases and increase prices of finished products in other cases. Taking this into consideration, however, the trend of the industry is favorable and textiles and apparel now are beginning to receive a slightly increased share of the consumer's dollar, McConnell declared.

### Mervin Brown Resigns Ad Post With Koret

SAN FRANCISCO, Calif. — Mervin N. Brown has resigned as sales promotion manager for Koret of California. He has been with the firm almost 12 years.

He will assume ownership of the Flower Fair, a floral and gift business in Encino, Calif., but will continue as consultant for Koret on store promotions.

Charles Cain, administrative sales manager, has been named to direct advertising and sales promotion for the company, and Joy Frizze, formerly publicity coordinator, has been appointed publicity manager.

Brown joined Koret in 1948 as a member of the sales staff. He was promoted to sales promotion head in 1955.

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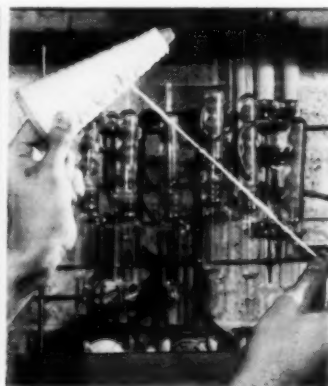
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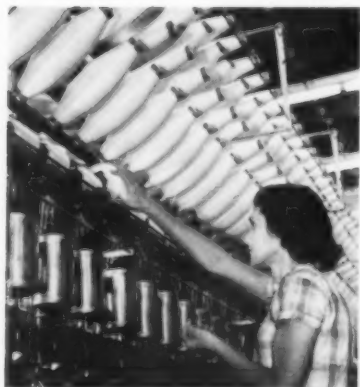
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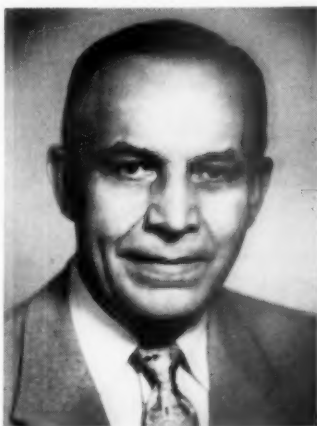
## Executive Shifts At Jantzen Inc.

PORTLAND, Ore. — Paul DeKoning, president and general manager of Jantzen Inc., has announced a number of promotions in top management.

E. C. Klindworth, vice-president in charge of Jantzen's International Division, will become chief executive officer of Jantzen Ltd. in England and will make his headquarters there. He will continue as chairman of the board of the English company, a position he has held for several years, and he will also continue to supervise Jantzen licensees and European markets.

Klindworth is completely familiar with the English market, since he has spent a part of each year there during the past six years. He has also been the managing director of Jantzen Australia Ltd.—the first to hold that title, which he received in 1928 and retained until 1940.

Succeeding Klindworth as vice-president in charge of the International Division is Ron McCreight. As head of this ex-



**E. C. KLINDWORTH**

panding division, he will be responsible for the further enlargement of Jantzen's overseas operations, which at present include nineteen subsidiaries and licensees manufacturing under the Jantzen label outside the United States.

Mr. McCreight will also be responsible for the over-all supervision of Jantzen of Canada Ltd., the control of which was purchased by Jantzen Inc. last year. McCreight has been a director of the Canadian subsidi-



**RON MCCREIGHT**

ary since 1947.

Announcement was also made of some other important promotions which will become effective sometime prior to Jantzen's sales convention in August.

Don Kennedy, who has been vice-president and general sales manager since 1956, will become assistant general manager, the post vacated by McCreight.

Stanley Stearns, who came to Portland in 1958 to assume the newly created position of sales



**DON KENNEDY**

manager for sportswear, will transfer to the style development department, where he will head the merchandising activities for all women's and girl's sportswear lines. His title will be general merchandising manager, women's and girls' sportswear.

Bill O'Brien, who has been southeast regional manager with headquarters in Atlanta, will move to Portland where he will become director of sales and marketing.

(Continued on Page 29)

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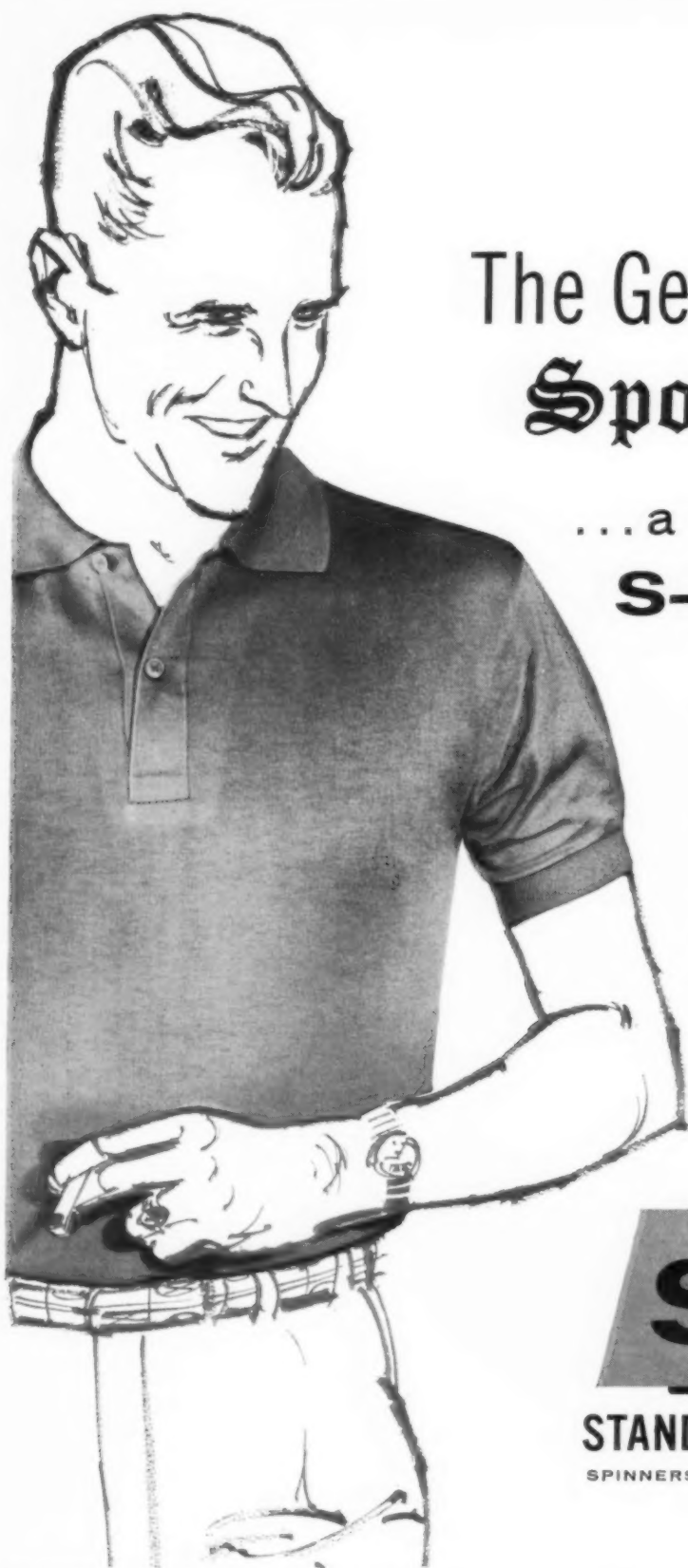
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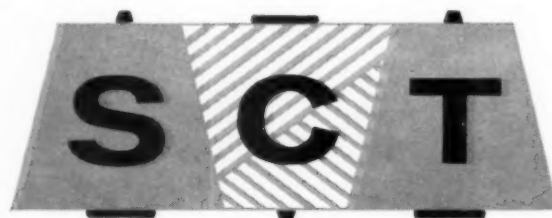
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# The Genuine Lisle Sportster by *Enro*

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Season after season, this Enro knit shirt is such a good seller it is stocked in 11 colors at all times. Part of the credit for its easy feeling and easy care stems from the use of Standard-Coosa-Thatcher yarns... the finest Durene mercerized cotton. To knit success into your shirts... see S-C-T.



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Don Smith, who has been midwest regional manager since 1957, with headquarters in Chicago, is to take over the newly created position of sales manager of women's sportswear. He, too, will make his headquarters in Portland. New regional managers to succeed Smith and O'Brien will be announced at a later date.

The changes, Mr. DeKoning said, are necessitated by the rapid expansion of Jantzen's International Division and its increased domestic sales, which require greater emphasis on specialization in all departments.

Jantzen Inc. will hold its annual sales convention for its 1961 swimwear and summerwear lines during the five days of August 29-September 2. Meetings will be held at the Multnomah Hotel in Portland.

#### Kandel Mills To Expand

PORTLAND, Ore.—Kandel Knitting Mills will make a 4,000-square-foot addition to its plant at 4834 N. Interstate Avenue. Walter Kandel is owner.

#### David Granatir Leaves Girard Knitting Mills, Inc.

PHILADELPHIA, Pa. — David Granatir, former partner in Girard Knitting Mills, Inc., Hatfield, Pa., men's and women's sweater manufacturer, has withdrawn from the firm.

Although his future plans have not yet been announced, it is believed he plans to enter another field not connected with the knit goods industry.

#### Shelley Creditors Agree On Plan

PHILADELPHIA, Pa.—Unsecured creditors of Shelley Knitting Mills, Inc., and Shelley Sportswear, Inc. have agreed to a joint amended plan under Chapter XI.

The new offer replaces the earlier one made by John M. Ashe, president of both companies, offering 12½ percent in cash. The new plans calls for full payment in 12 equal consecutive payments to start one year from confirmation. Debts under \$25 are to be paid at once. Interest of six percent will be paid on the balance.

Mr. Ashe is to begin payments one year from confirmation. If he misses one payment, creditors have a right to liquidate both businesses. Debtors agreed to conduct operations meanwhile in accordance with instruction of creditors committee and turn all income over to Harry Shapiro, Ashe's counsel.

Mr. Ashe agreed to turn over all income on patents he owns to the companies for use in meeting obligations.

Shapiro has agreed to be trustee for the creditors under the new plan.

Last February, Shelley Knitting Mills, Inc., listed unsecured claims of \$428,436, among total obligations of \$612,604. Shelley Sports listed unsecured claims of \$144,811, of total debts amounting to \$173,601.

\* \* \*

Joseph Kopelowitz, Brooklyn used knitting machinery dealer, will handle the liquidation of Shelley Knitting Mills, Inc. for the receivers and secured creditors. The value of the plant is estimated at over \$250,000. It consists of bulky and fine gauge circular and sweater-strip machines, as well as latest models

of V-bed flat machines and sewing, winding and mill washing equipment. Sales of the equipment will be handled from the Kopelowitz office in Brooklyn as well as on the floor of Shelley Knitting Mills at 1215 Glenwood Avenue in Philadelphia. The plant is open daily for inspection.

#### Kempler of Hercules On Fashion Tour In Europe

Edward Kempler, president of Hercules Carnation Knitwear Inc., New York City, left on April 28 for a fashion tour of European style centers. His itinerary will center on France and Italy, where he will view fall collections. The firm plans to incorporate Continental design themes in its fall and winter lines.

#### Penny Pitou Style Advisor To White Stag Mfg.

PORTLAND, Ore. — White Stag Manufacturing Co. has retained Penny Pitou, member of the American Olympic ski team of 1960 at Squaw Valley, as a fashion counsellor on skiwear. Miss Pitou will travel nationally, appearing in stores.

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- Original Styling ♦ ♦ ♦ Versatile Design
- Pattern Work ♦ ♦ ♦ Stitch Construction
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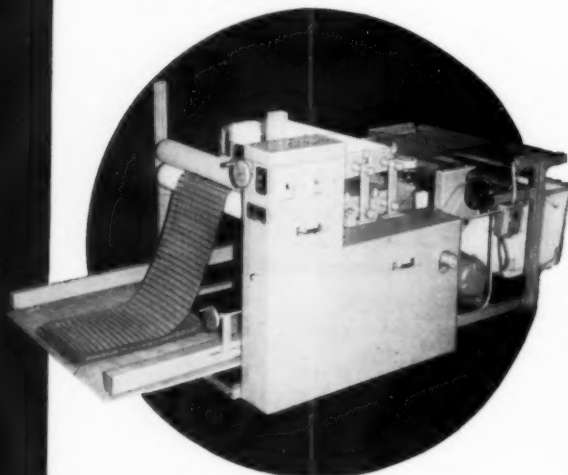
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For swim suits or sweaters, yard goods or transfers, no matter what yarn or fibre, the Electronic Finisher is adaptable to all fabrics.

Whether your garment is a Ban-lon® Knit, Orlon®, Tycora®, Lambs Wool, Cotton, Rubber, Cantreze®, Stretch Yarn, Helanca®... this machine offers complete control of garment dimension.

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## Knit Fabrics

### Allen Increases Yardgoods Prices

An increase of 2½ to five cents per yard in the price of Acrilan knitted and cotton jersey yardgoods was announced by Allen Knitting Mills. The price rise is effective May 16. However, all orders on hand or received before the effective date will be honored at existing prices.

The increases were said by Harry F. Goldman, Allen president, to reflect higher yarn and labor costs as well as increased cost of dyeing and chemicals. Steeper freight charges were also claimed to be a factor in the price rise.

This price advance by his mill, according to Mr. Goldman, marks the first upturn in knitted jersey fabric prices in many years. Jersey cloth prices, he said, had been the lowest in the field and had been following a declining price pattern until now.

"I expect to see further price increases forthcoming in the not too distant future," Mr. Goldman commented, "and I believe that other manufacturers of synthetic and cotton jersey fabrics will also find it necessary to make upward price adjustments."

Allen Knitting Mills, Inc. recently gave a voluntary wage increase to employees at its Thrift, N. C., plant. This was the second raise within the past two years.

### Weinberg Joins Beaunit's Knitted Fabrics Division

Mike Weinberg has joined the staff of Beaunit Mills Textiles Division, where he has been assigned to marketing and merchandising of circular knit fabrics to the outerwear trades.

Mr. Weinberg was formerly with Allen Knitting Mills.

## Errata

### Delerue Unit Speed Up To 1100 Yards A Minute

Due to a typographical error in the May 2 issue of the Knitted Outerwear Times, the yarn winding speed of the Delerue

Rocket Winder was inadvertently described as 11 yards per minute.

Actually, the unit, available in the United States from Interstate Textile Equipment Co., Inc., winds yarn at speeds up to 1,100 yards per minute at a high crossing ratio.

## Yarn Suppliers

### Ames Stevens Heads NAWM Division

Ames Stevens Jr., Ames Textile Corp., knitting yarn suppliers, has been named chairman of the Collateral Group of the National Association of Wool Manufacturers for the 1960-61 year. He succeeds Ralph S. Lees Jr., Amerotron Co.

Mark Landis, Herbert A. Faux, Inc.; Tom Ormandy, Milliken Woolens, Inc., and Harry Rohrer, Amerotron Co., were named to the group's steering committee.

The Collateral Group comprises merchandising, sales and styling personnel in the New York offices of NAWM members.

Edwin Wilkinson was re-elected president of the National Association of Wool Manufacturers at its 95th annual meeting in the Waldorf-Astoria. Five new vice presidents and ten directors also were elected, and Glen F. Brown was renamed secretary-treasurer.

Mr. Wilkinson, who joined NAWM in 1933, was elected president in 1959 after serving as executive vice president seven years. Mr. Brown also joined NAWM in 1933 and has been secretary-treasurer since 1952. Others elected were:

Vice presidents: George Asnip, Excelsior Mills, Inc., Pendleton, S. C.; H. King Cummings, Guilford Woolen Mills, Guilford, Me.; Morton H. Darman, the Top Co., Boston; Harold J. Walter, Bachmann Uxbridge Worsted Co., Uxbridge, Mass., and Arthur O. Wellman, Nichols & Co., Inc., Boston.

Directors-at-large: Charles K. Bishop, Pendleton Woolen Mills, Portland, Ore.; William I. Kent, the Kent Manufacturing Co., Clifton Heights, Pa.; John H. McGowan, Wyandotte Worsted Co., Waterville, Me.; Roger D. Newell of New York, Cyril

(Continued on Page 33)

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SHRINKAGE CONTROL

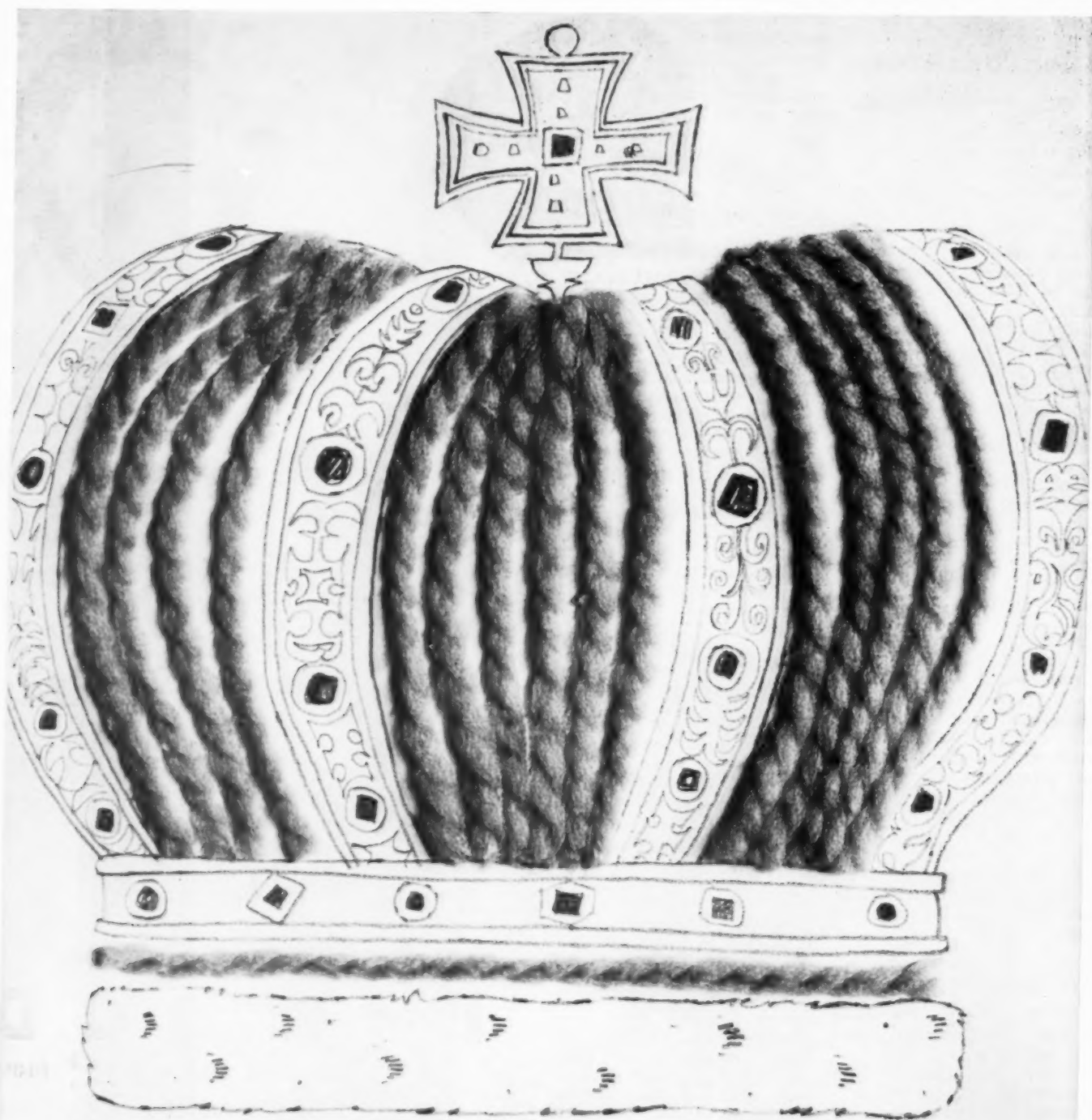
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Johnson Woolen Co., Stafford Springs, Conn.; T. B. Nilsen, J. P. Stevens & Co., Inc., North Andover, Mass.; J. H. Stursberg, Livingston Worsted Mills, Holyoke, Mass.; James B. Tait, Rock River Woolen Mills, Janesville, Wis.

Group directors: Combers, Ralph Whitaker, Fred Whitaker Co., Philadelphia; worsted women's wear, Ames Stevens, Ames Textile Corp., Lowell, Mass.; topmakers, Kenneth W. Marriner, Marriner & Co., Inc., Lawrence, Mass. There are 23 holdover directors.

### Hohenberg Belgian Yarns Displayed At Trade Fair

An exhibit of garments knit of the wool, fur blend and cashmere yarns by the Belgium firm, J. J. Petit, represented in this country by Hohenberg Co., is on display at the annual U.S. World Trade Fair. The Fair was held at the New York Coliseum.

In addition to the knitted garments which were shown to illustrate the uses of the yarns, dyed-to-match skirts were on display. Fancy novelty effect yarns are among those highlighted in the 10-square-foot exhibit.

According to Mark Petit, of J. J. Petit, who was in attendance at the display, early reaction was gratifying. All during the week visitors showed strong interest in the displayed material.

### Milliken Woolens Holds Breakfast Style Shows

Milliken Woolens will inaugurate its breakfast shows for buyers on May 25 in the grand ballroom of the Hotel Astor. The breakfast show will start promptly at 8:24 A. M., with breakfast served from 7:30 to 8:20 A.M. The schedule of shows is May 25, 26, 31, and June 1, 2, 3, 7, 8, 9, 10, 14, 15, 16.

### Synthetic Fibers

#### Plant to Make Zantrel, Announced by Hartford

A plant for the manufacture of Zantrel polynosic fiber is expected to go on stream in September, it was disclosed last week. The fiber will be produced by Hartford Fibres Company, a

division of Bigelow - Sanford, Inc., from a plant nearing completion in Rocky Hill, Conn.

Zantrel currently being marketed in this country by Hartford is imported from the plant of Cia. Industrielle de Textiles Artificiels & Synthetiques in Gauchy, France.

### Extra-White Filament Nylon Yarn Developed

The American Enka Corporation has developed a new extra-white filament nylon yarn expressly for foundation garments and other intimate apparel fabric applications. A whitening agent is incorporated in the fiber in such a manner that it is not removed by ordinary scouring or wet processing.

Designated "Blanc de Blancs" nylon, this new white yarn is available in a variety of deniers used for circular knit, leno and power net girdle blanks and related findings, as well as warp knit intimate apparel fabrics. Blanc de Blancs nylon is designed to provide foundation fabrics with a degree of whiteness heretofore unobtainable in other nylon yarn. Enka's "Blanc de Blancs" nylon was developed for fabrics for which a "whiter" white is desirable.

Blanc de Blancs nylon textures easily, has a soft hand, producing more comfortable fabrics because Enka nylon has a different molecular structure making it more absorbent and giving it natural elasticity and recoverability. A uniformity of whiteness in fabric is obtainable because there is only one shade of white in Blanc de Blancs nylon.

### G. W. Waiting Promoted At Avisco Fibers Division

George W. Waiting has been promoted to assistant manager of New York district sales in American Viscose Corporation's Fibers Division, effective immediately. He succeeds Edwin L. Marston, recently named New York district sales manager.

### Celanese Promotes Robb

Daniel O. Robbins has been appointed assistant New York district sales manager of Celanese Corporation of America, it was announced by George C. Hein, New York district sales manager.

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Volume Specialists for Knitted Collars, cuffs, bottoms, borders, novelties with three finished edges produced on 2½ gauge through 12 gauge V type flat machines.

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### Synthetic Fibers

#### New Yarns Offered To British Knitters

MANCHESTER, England—Recent developments of interest to British knitters include the introduction by Chemstrand Ltd. of a fairly wide range of spun-dyed Acrilan and the addition by Courtaulds Ltd. of several new types of stabilized yarns to their Courtolon range.

The spun-dyed Acrilan is now available to the trade in eleven colors: black, charcoal, smoke, slate, silver, blue-green, Sherwood green, bronze, light blue, medium blue and dark blue. At the moment, however, only sampling quantities are available. The price of these new colored fibers ranges, for the various colors, from about 21 to 28 cents per lb. above the normal price of \$1.12 per lb. approximately for conventional fiber. The fiber is 3 denier.

Some time ago Courtaulds Ltd. introduced to the market a stabilized fiber known as Courtolon X10. This was a modified nylon yarn which had been bulked by the company's

own secret process, yet which had a degree of stabilization which made it differ from ordinary Courtolon. This stabilization, which resulted in bulk without undue stretch, made the yarn particularly suitable for knitwear.

Now the company has started to market further yarns of this type, each with varying degrees of stretch. The yarns are called Courtolon X.20 and X.30, and Courtolon C.20. The "X" series of yarns is noted for the clarity of stitch it produces in the knitted fabrics. The Courtolon C.20, although possessing less relaxation after knitting and increased softness in handle than standard Courtolon yarn, gives a broken surface comparable to that associated with fabrics produced with staple fiber.

#### Promote Scott To Head Acrilan Manufacturing

Louis D. Scott has been promoted to director, Acrilan Manufacturing, of the Chemstrand Corporation, Carl O. Hoyer, vice president and general manager of the company's manufacturing, engineering and development unit, announced.

## Strictly Stickley ...The Tale of the Chinese Piano



A Chinese Emperor saw a picture of a piano in an American magazine and called in his master carpenter.

"Make me a Piano" he commanded, "like this".

A month later the piano was ready — and the Emperor proudly showed it to an American visitor. The visitor tapped a key — no music.

The carpenter had copied the outside down to the last inch — but didn't know it was supposed to make music *inside*.

And that's the way it is with some yarns — the outside looks fine — but is performance built in?

There's one way to be sure of the yarn you buy — just call in the man from John L. Stickley & Co.

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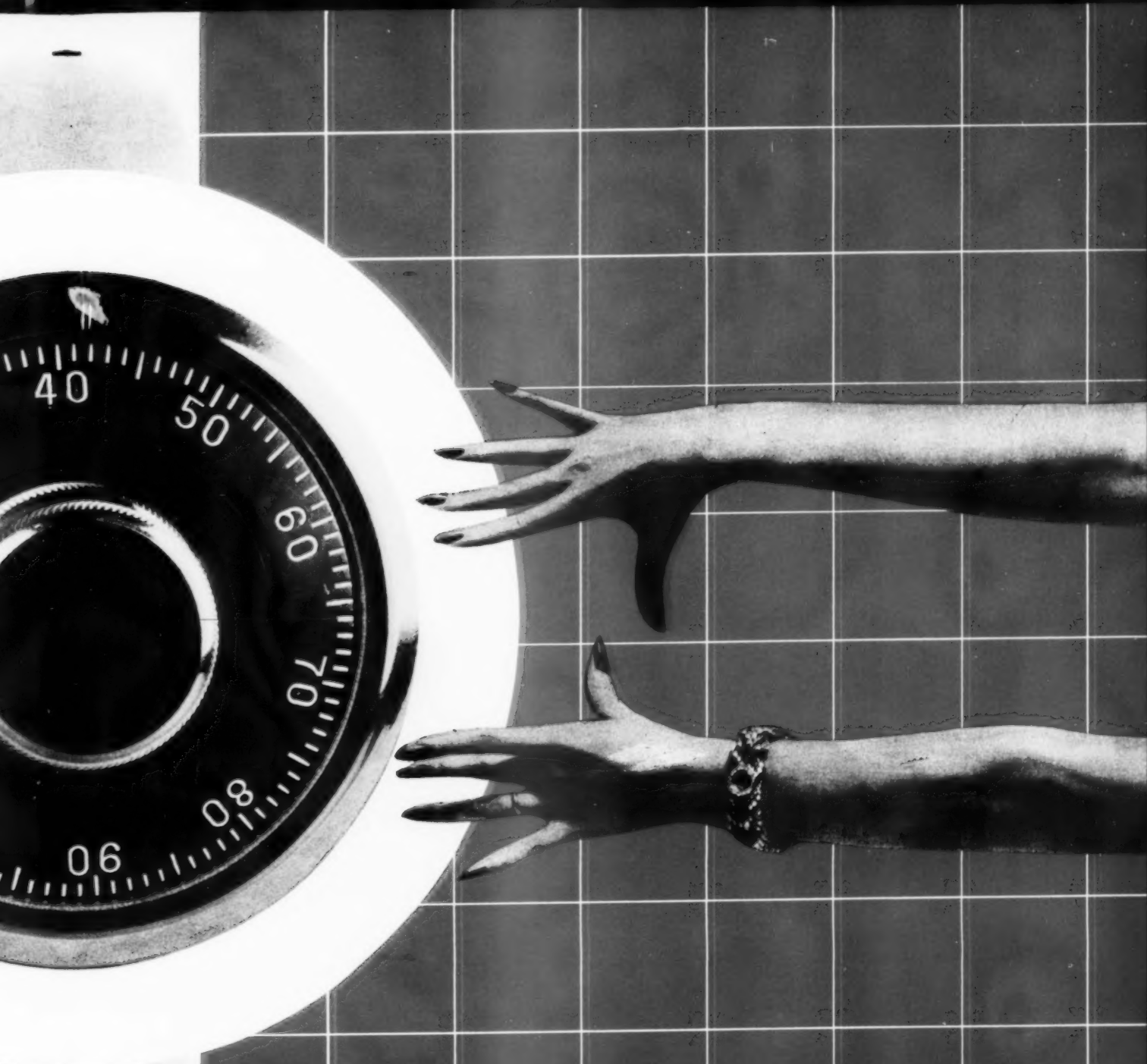
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never a problem either...their  
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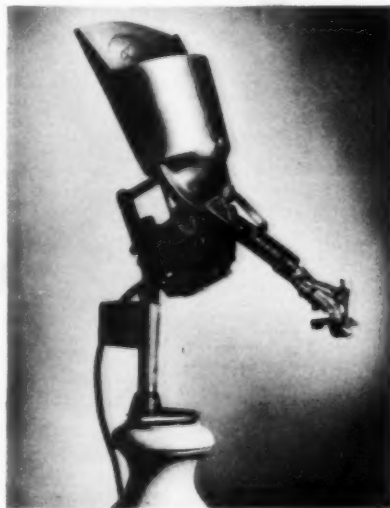
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**A**utomation sews buttons on **B**etter, faster, and at lower **C**ost when you attach the great

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**ALL these FIVE ADVANTAGES**  
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## Trade Drives

### Brandwein On Group For Hospital Dinner

Edward A. Brandwein, administrative secretary of the National Knitted Outerwear Association, is serving as a member of the national manufacturers committee for the 61st anniversary dinner of the National Jewish Hospital at Denver to be held at the Waldorf-Astoria Hotel on May 18, it was announced by Andrew Goodman, president of Bergdorf Goodman and general chairman of the affair.

Others in the knitting industry serving as officers or committee-men for the dinner are Leonard Brodsky, Schiffer Knitwear; Barnett D. Gordon, Darlene Knitwear; Arnold A. Saltzman, Premier Knitting Mills; Irving Louis, Irwill Knitwear, and Harry Silver, Lofties Knitting Mills.

The dinner will be a testimonial to Robert J. McKim, chairman of the board of Associated Dry Goods Corporation which operates 28 main and branch department stores throughout the United States including the Lord and Taylor

stores in the New York area.

The National Jewish Hospital at Denver is a free-care, non-sectarian medical center for treatment and research in tuberculosis, asthma, other chest diseases and heart surgery. In its 60 years of operation it has given 4,250,000 patient days of free care to men, women and children of all faiths.

## Trade Education

### PTI Dedication Held For Newly Redone Classroom

PHILADELPHIA, Pa.—Dedication ceremonies were held at Philadelphia Textile Institute here for a completely renovated classroom which was presented to the college by Professor Thomas Edman, head of the knitting department.

Professor Edman personally underwrote the entire cost of renovating the classroom, which included a new floor, an acoustical tile ceiling and new furniture.

Dr. Bertrand W. Hayward, president of the college, was recipient of the gift, which has been named for Mr. and Mrs. Harry Baron of New York City.

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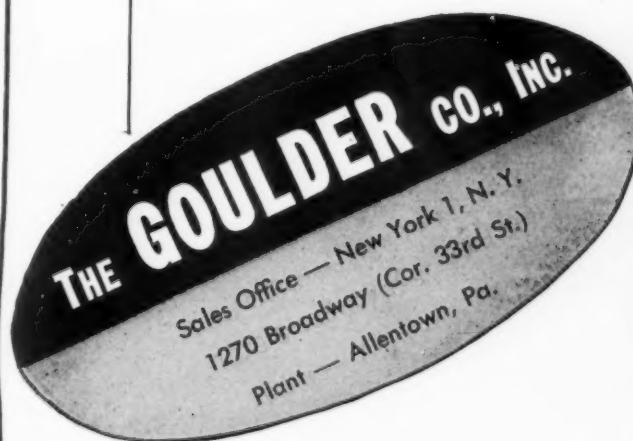
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ASTRALENE-C and ASTRALON-C will designate yarns produced throughout the world under agreements with the SCRAGG GROUP and CHESLENE & CREPES LTD. who are the originators of the process. ASTRALENE and ASTRALON are SCRAGG GROUP British Trade-marks. In the United Kingdom, Imperial Chemical Industries Limited (Fibres Division) have acquired the British patents, and 'Terylene' polyester fiber yarns produced in Britain under their control will be sold under the trademark 'CRIMPLENE'.



# ASTRALENE-C

polyester yarns

# ASTRALON-C

polyamide yarns

Introducing... an original conception of  
Stabilized Bulk and Texture  
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Modified Continuous Filament Yarns

The First English Modified Filament Yarn Process  
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e never realised

... until she met these new fabrics... that amid today's profusion of names and labels true progress in the field of modified filament textured yarns can be overlooked. But Astralene-C (polyester) and Astralon-C (polymide) are made by a marvelous new English process—now available throughout the world. Continuous filament synthetics modified and textured by this process are NEW—not just another name. Their intriguing appeal lies in subtle aspects of resilience and bulk reaching far beyond the classic conception of knitwear yarns.

This girl couldn't tell a polymer from a polymer. What she can tell is that Astralene-C and Astralon-C yarns make light and lofty garments that last and keep their attractiveness yet possess a new delicacy of texture. Their low density and great volume give new standards of softness, absorbency and resilience with complete dimensional stability.

Colors are incomparable because of the complete dye affinity of the yarn structure. Astralene-C and Astralon-C yarns give the knitwear manufacturer these extra bonuses: Package-dyed yarns—more garments per pound—exceptional stitch clarity—elimination of thermal post-treatment... all this with 50 per cent more cover than wool. And for the Licensed processor a precision operation on precision machinery at high speeds.

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These unique features add up to a machine which gives greatest production, highest quality and trouble-free performance.



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## Trade Practices

# Robinson-Patman Standards And The Apparel Market

Full text of talk delivered by Earl W. Kintner, chairman of the Federal Trade Commission at the apparel industry luncheon held in conjunction with the 42nd annual convention of the National Knitted Outerwear Association on May 5 at the Waldorf.

DESPITE the increased emphasis in the publicity received by the Commission's action in recent months against deceptive practices, the Commission has not been neglecting its responsibility to enforce the anti-trust laws. During the first nine months of fiscal year 1960, the Commission issued 85 anti-monopoly complaints, more than during the entire previous fiscal year. During the comparable periods in fiscal years 1959 and 1958, the Commission issued 57 and 70 complaints. The coming months may see even greater emphasis on action by the Commission against restrictive practices prohibited by the Robinson-Patman Act.

The Federal Trade Commission, created by Act of Congress in 1914, consists of five commissioners appointed by the President and confirmed by the Senate for terms of seven years. The present Commission, with a staff of approximately 750 and an annual budget of about \$7,000,000, has been authorized and directed by the Congress in a number of statutes to prevent some very specific abuses of the free enterprise system. Also, the Commission is empowered to study the nation's economy and to prevent all "unfair methods of competition and unfair or deceptive acts and practices" in interstate commerce, as the Commission and the courts on a case-to-case basis may define them.

### Objections Heard

Recently I have heard increasingly louder rumbles from some quarters possibly not unknown to you that "allowances" are frequently demanded on sales of merchandise and collected by the buyers even though the allowances are not actually used for advertising but are pocketed by the buyers as partial or complete discounts from the price of the merchandise. In the nature of things, this is the sort of situation in which the Federal Trade Commission, with its present statutory responsibilities, has a strong interest.

One of the statutes which the Commission has been directed by the Congress to enforce is the Robinson-Patman Act. Probably

most of you are aware that there is such a thing as the Robinson-Patman Act. What may not be sufficiently appreciated in your industry and in others is that the Act's requirements apply in like fashion to the sales of commodities in all industries. There is no difference in the basic application of the Act's requirements to the distribution of food, carpets, candy, or clothing, or any other commodity. This Act, passed in 1936, among other things, completely rewrote Section 2 of the 1914 Clayton Act. The present Section 2 contains six subsections.

I shall not attempt on this occasion to read you a learned treatise on the complicated provisions of this statute, but I think it is fair to say that one of the

general purposes of the statute was and is to prevent large buyers from using their economic power to extract favorable prices which are not granted to others less powerful and are not justified by savings to the seller resulting from differences in cost of manufacture, sale or delivery.

### Encourages Competition

The anti-trust laws state our national economic policy in favor of competition. While some advocates urge that the Robinson-Patman Act is anti-competitive in effect, I believe that interpretations of the Act by the Federal Trade Commission and the courts have shown a consistent effort to protect competition where necessary.

Section 2(a) declares it unlawful to discriminate in price between different purchasers of the same commodities where the effect of the discrimination may be substantially to lessen competition or tend to create a monopoly or to injure, destroy or prevent competition with any person (or his customers), who grants or knowingly receives the

benefits of the discrimination. A series of provisos permits the defense or justification of some price discriminations. Section 2 of the original Clayton Act was aimed at predatory practices of powerful sellers seeking to eliminate their weaker competitors. It was amended by the Robinson-Patman Act to curb as well the predatory use of bargaining power by chain stores and other large buyers. The prohibition of price discrimination contained in the old Section 2 was extended to prohibit discriminations which may "injure, destroy, or prevent competition with any person who either grants or knowingly receives the benefits of such discrimination, or with the customers of either of them." By the amendments, quantity differentials were limited to actual cost differences resulting from the difference in quantities sold or delivered to different purchasers. The proviso permitting discriminations made in good faith to meet competition was eliminated from Section 2(a) and inserted in modified form, in Section 2(b).

### Aim Outlined

In order to deal with the problem as it was then understood, Congress included Section 2(f), which declares "that it shall be unlawful for any person engaged in commerce in the course of such commerce, knowingly to induce or receive a discrimination in price which is prohibited by this Section." This Section enables the Federal Trade Commission to proceed directly against a buyer receiving unlawful price discriminations and also subjects a buyer who receives unlawful discriminations to treble damage suits by injured competitors.

If the Act went no further than this, it wouldn't take the smartest lawyer in the world to figure out rapid ways around these particular prohibitions. For example, if a seller, either as a result of pressure from a buyer or for some more selfish purpose of his own, wished to favor one customer and not others, he could grant to the one customer

## Introductory Statement By Sidney S. Korzenik

The following remarks were made by Sidney S. Korzenik, NKOA executive director and counsel, in introducing Mr. Kintner at the apparel industry luncheon on the Robinson-Patman Act and advertising and other allowances exacted by retailers.

IT is nearly a quarter of a century since Congress placed the Robinson-Patman Act upon the statute books. But there has been so much discussion of late throughout the apparel industries of the most elementary of its long-standing requirements, that were one to judge by the recent explosion of articles on this subject in the trade press, one might conclude that news of this enactment has but recently reached the ready-to-wear market. It would be necessary therefore to explain to the visitor from Mars that there has been no delay in communications. There has only been a kind of double take—a delayed reflex on the part of some in taking cognizance of the law and in assimilating their practices to its principles.

The unfortunate fact is that for years there has been a cynical insistence by certain large buying combinations on the extortion of special concessions, known by them to be, and which

indeed are, openly and notoriously discriminatory in character, and such demands have in certain areas thrived upon the knuckling under of relatively small manufacturers—such as characterize our industry—through inability to resist and in disregard of their obligations to their other customers.

But something new and something quite remarkable has happened recently. There has welled up an immense wave of resentment and protest against these unlawful exactions. A new feel-

(Continued on Page 47)

(Continued on Page 49)





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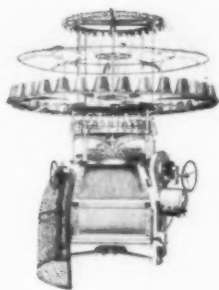
GOOD NEWS IN PATTERNED RIB INTERLOCK KNITTING FROM

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*"We have found, through long experience, that Torrington Needles are definitely an asset in the operation of our machines. Their uniform construction, carefully controlled finish and dimensions help to assure the consistently efficient, economical production for which Supreme Machines are famous."*

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IN TUNE WITH TODAY'S MARKET is Supreme's new Model IRW/2 Machine. It knits up to 42 yards per hour of patterned, plain rib or interlock yard goods for outerwear and bathing suits. Its 36 feeds give knitters important advantages in output and pattern area. All feeds are equipped with extra large pattern wheels (up to 6" diameter wheels supplied as standard equipment with larger diameters available optionally). The IRW/2 is 30" in diameter and available in cuts up through 16 per inch. The dial has a dual raceway for rib or interlock production. Needles in either raceway may be set in knit to tuck or knit to welt positioning - providing a broad range of textured rib or interlock patterns. New feeding rollers (optional) for accurate control of rubber yarns provide an extra advantage for bathing suit fabric producers.

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## Text Of Introductory Statement

(Continued from Page 43)

ing of indignation on the part of apparel manufacturers is expressing itself against the continuation of this abuse of big buying power.

There is also a growing realization that such buying tactics are not only in conflict with fairness and law. They are being recognized now as objectionable on other grounds. For the buyer to place business on the strength of his receiving a sum from the seller for advertising in a store catalog or on the strength of some other discriminatory concession represents a distortion of true buying judgment. Moreover, the refusal to consider on their merits the offerings of other sellers simply because they will not make such grants is in itself a devaluation of competition. It is not competition in commodity comparisons; it is not competition in the service of the consumer. It is simply playing ball with the buyer, who permits his judgment to be bought by a money grant which inures to the profit of the buying or-

ganization and stops right there. So far as the public is concerned, it is misled: The merchandise in store catalogs is offered as if selected by the independent buying judgment of a retailer. Yet, is the actual practice any different from that of the disk jockey who conceals from his fans the fact that his choice is determined by a venal gratuity? The difference between such advertising allowance and payola is chiefly one of spelling.

What is involved in arresting this abuse is thus not an abridgement of competition—no such result is even conceivable in an industry so inherently and keenly competitive as the apparel industry—no doubt among the most competitive in the country.

It is the predatory buyer who imperils the freedom of the market place.

What is involved is the preservation of free and fair competition, the elevation of competition to a level consistent with self-respect on the part of both seller and buyer, and the restoration of competition to the

service of the public.

The problem is one which is shared by virtually all of the apparel trades. For this reason and because of the eminence of our guest speaker, this luncheon though it was first scheduled a part of the 42nd Annual Convention of the National Knitted Outerwear Association has become something much broader in scope. It has become an assemblage of the apparel industries through the co-sponsorship of this meeting by 15 apparel trade associations. May I pause here to introduce the apparel association executives who with some of their members share this occasion with us—and I should like at the same time to introduce some of our own association officers on the dais.

Max Berkowitz, General Manager, National Authority for Ladies' Handbag Industry

Joe Batchker, Director, National Coat & Suit Recovery Board

William Burston, Manager, National Retail Merchants Association, also Secretary—Association of Buying Offices.

Jack Gross, Executive Director, Negligee Manufacturers As-

sociation

Jed Sylbert, Associated Corset & Brassiere Association  
John Conover, Corset & Brassiere Association of America

Joe Rubin, Infants' & Children's Coat Association

Mel Kleebblatt, National Shirt & Sportswear Association

Bertram Reinitz, Executive Director, Industrial Council of Cloak, Suit & Skirt Manufacturers

Max Zuckerman, Executive Director & Counsel, United Infants' & Children's Wear Association

Louis Dubow, General Manager, Merchants Ladies' Garment Association


Isidore Agree, Executive Director, National Dress Manufacturers Association

Erwin Feldman, Executive Director & Counsel, National Association of House & Daytime Dress Manufacturers

Leonard Gendler, Executive Director, Fashion Originators Guild

Robert Murphy, Executive Assistant, Underwear Institute

(Continued on Page 49)



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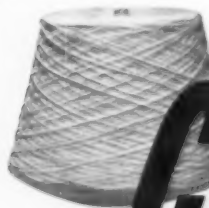
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The word is getting around about Caron's special blend of this great new Orlon 21 development . . . how these elegant new yarns with the wool-like look and touch make what knitters call "THE FINEST BULKY-KNIT SWEATER EVER MADE FROM A SYNTHETIC FIBER."

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Leon Singer, Executive Director & Counsel, Boys' Apparel & Accessories Manufacturers Committee

Aaron L. Solomon, Executive Director & Counsel, Allied Underwear Association and Infants' & Juvenile Mfrs. Ass'n

(These trade associations are all well-known to the FTC.)

I have the deep feeling that the time is most propitious for the resurgence of this common endeavor to elevate the trade practices of the apparel market. For within the past year there has come to the chairmanship of the Federal Trade Commission a man who within a short time has already made a deep impression on the business community. His talks to various business and advertising groups have reverberated beyond those areas and like his forthright and vigorous approach to the enforcement task has inspired new encouragement in the apparel industry as elsewhere. He represents the exemplary instance of a ranking head of a great Federal agency who has achieved his part through years as a career attorney in government service. Though his working life has been dedicated to the government, his activities in the law

have been diversified. He has been twice president of the Federal Bar Association. He has been active in the American Bar Association and is presently head of its Administrative Law Section. He leads the Foundation of the Federal Bar and is head of the Federal Bar Building Association, which is engaged in constructing the great \$3 million law center in Washington. Since June, when he as-

sumed his present position, he has delivered numerous talks and made equally numerous tape recordings for radio and television, acquainting the public with the nature of the Commission's work. It is remarkable, considering the number of speeches he has made, that he is running for nothing except the better enforcement of our business laws.

## Text Of Earl Kinter's Talk

(Continued from Page 43)

special allowances for advertising or other sales promotion even though charging the same basic price to all and thus not discriminating in price in violation of Section 2(a). This possibility of indirect discrimination was recognized in the reports of the Senate and House Committees which considered the Robinson and Patman bills.

"Still another favored medium for the granting of oppressive discriminations is found in the practice of large buyer customers to demand, and of their sellers to grant, special allowances in purported payment of advertising and other sales-promotional services, which the

customer agrees to render with reference to his business generally. Such an allowance becomes unjust when the service is not rendered as agreed and paid for, or when, if rendered, the payment is grossly in excess of its value, or when, in any case the customer is deriving from equal benefit to his own business and is thus enabled to shift to his vendor substantial portions of his own advertising cost, while his smaller competitor, unable to command such allowances, cannot do so."

To prevent this circumvention, Section 2(d) was included in the act. Section 2(d), among other things, declares it unlawful to grant an advertising allowance

to any customer unless such allowance is available on proportionally equal terms to all other customers competing in the distribution of the products or commodities sold.

You will recognize the fact that these two sub-sections of the Robinson-Patman Act—Section 2(a), prohibiting certain price discriminations, and Section 2(d) prohibiting certain allowances not available on proportionally equal terms to all competing customers—may present interesting problems in their application to unused or only partly used cooperative advertising allowances. Suppose, for instance, a manufacturer has one price schedule for all buyers but allows a "promotion allowance for advertising" of say four percent off the purchase price on the invoice to its three largest customers but not to any other customer. Assume further that the manufacturer makes no requirement of the three large customers to whom the advertising allowance is made that the allowance actually be used for advertising or promotion. Any advertising or promotional work depends entirely on what the customer prefers to do, and there

(Continued on Page 51)

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natural and dyed yarn. Also for brushing.



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 C. L. Miller & Sons, Utica, N. Y. • Anthony, Cheatham & James Yarns, Inc., Burlington, N. C. • D. F. Swain Co., Chicago, Ill.

is no check by the seller on the buyers' sales promotional activity. Under these circumstances, although the manufacturer is granting what he calls "an allowance," this is price discrimination. The three large customers are, in effect, receiving a discount not granted to smaller customers. If the discount is not justified by cost savings or cannot otherwise be defended under the provisions of the statute, the Federal Trade Commission may proceed to stop the practice by the issuance of a cease-and-desist order. Furthermore, under a separate provision of the Clayton Act, anyone "injured in his business or property" by reason of the seller's violation of the law may sue for three times his damages and the cost of suit, including a reasonable attorney's fee.

Suppose now that the seller grants the same allowance to the same three customers but actually requires a showing from the customers that the allowance be used for newspaper advertising. The situation must now be measured for legality under Section 2(d). Has the seller made the allowance "available" to all

other competing customers? Has the seller made the allowance available on "proportionally equal terms"? If the answer is "No" to either of these questions, the Federal Trade Commission may seek to prevent the practice. Treble damage liability may also be incurred.

#### Explains Meaning

What is meant by the requirement of Section 2(d) that promotional allowances must be "available on proportionally equal terms" to all competing customers? The statute contemplates that customers competing in the resale of a seller's merchandise be afforded equal opportunity to share in payments for promotional services. This necessarily connotes knowledge of the possibility of receiving such payments, and a seller who fails to inform all of his competing customers of the fact that the payments may be obtained fails to make them available (unless under certain circumstances, he can later show that informing all customers would have been a futile gesture).

In its 1954 opinion in the Kay Windsor Frocks case (Docket 5735), the Commission stated:

"Although the word 'available' rather than 'offered' appears in the relevant subsection of the Act, the statute contemplates that customers competing in the resale of a seller's merchandise be afforded equal opportunity to share in payments for promotional services in the event the seller elects in the first instance to provide it to one of their competitors. A course of conduct under which a seller fails to inform respecting such compensation or make known his terms or otherwise to offer them to one customer while granting payment for services to his rival reseller essentially represents concealment. In such case, the credit or allowance is not 'available' to the unfavored competitor, for all practical purposes, a withholding and denial of opportunity to share occur, and the law is violated."

A question of "availability" may be involved also in a situation where two or more types of allowances are offered different categories of purchasers, as in the Soap cases (Lever Bros., Docket 5585 (1953); Proctor & Gamble, Docket 5586 (1953); and Colgate-Palmolive-

Peet Company, Docket 5587 (1953)). In those cases, one of the contracts provided that the buyer agreed to conduct a minimum number of feature sales, annually to be promoted by store displays and either newspaper, radio or handbill advertising. In return the soap companies paid graduated allowances per case according to the type of advertising used. The second promotional plan was on an individual order basis and paid a lesser allowance per case for a feature sale supported by store displays. If supported by newspaper, radio or handbill advertising, it was compensable on the same graduated scale as the annual plan.

The Commission's complaint attacked the promotional scheme on two grounds: Payments were not reasonably available to small-quantity purchasers at the top-scale newspaper rate (because the newspaper allowance technically available was insufficient on small purchases to pay for newspaper advertising); and payments received were unrelated to the cost of advertising furnished, with large-quantity (Continued on Page 53)

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**4** profit pluses  
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For your protection, all fabrics and garments which carry the famous "Ban-Lon" trademark must undergo and pass rigid tests for quality and performance

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Technical help from the Bancroft Company and its licensees is readily available to give you assistance and advice in carrying out your "Ban-Lon" program

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Trained marketing personnel visit stores throughout the country regularly to acquaint merchandise managers, buyers, and sales personnel with the unique advantages of "Ban-Lon" fabrics and fashions, as well as with the latest developments

## Unique "Ban-Lon" Properties

The permanent crimp in the "Textralized" yarn assures:

- soft, luxurious hand
- excellent stability
- resistance to pilling, wrinkling
- remarkable absorbency
- sharp, bright colors
- added bulk with less weight

The permanent crimp in the yarn puts the plus in Ban-Lon® fabrics and garments



The permanent crimp in the yarn puts the plus in Ban-Lon® fabrics and garments

purchasers receiving disproportionately greater payments than small-quantity purchasers. The Commission found however, following administrative proceedings on the complaint, that there was no evidence to support a conclusion that the payments were not reasonably available to all customers. Important in the decision was the fact that the soap companies offered alternative promotional allowances for those purchasers who did not wish to use the more expensive advertising media. And no evidence was produced to show that the promotional benefits were tailored to fit only favored customers. It is not necessary that every feature of a promotional plan be usable and suitable to every buyer, so long as reasonable alternative benefits are available to all competing buyers. When this condition is met and if the plan is "honest in its purpose and fair and reasonable in its application," it is not likely that a seller will encounter any serious difficulty.

Some statistics may suggest to you the seriousness with

which the present Commission approaches its responsibility for enforcement of the law against discriminatory promotional allowances.

Since 1936, when the Robinson-Patman Act was passed, the Commission has issued approximately 200 formal complaints alleging violations of Section 2(d) of the amended Clayton Act. More than thirty of these complaints have been issued since July 1, 1959. As of March 31, 1960, the Commission had pending 102 investigations of alleged violations of Section 2(d).

#### Other Violations

This does not quite reveal the entire picture, however, since, on the buyer side, we also have under investigation a number of proposed respondents on charges of violation of Section 5 of the Federal Trade Commission Act through the knowing inducement and receipt of discriminatory advertising and promotional allowances. (Section 5 of the FTC Act declares unlawful "unfair methods of competition . . . and unfair or deceptive acts or prac-

tices.") We also have under investigation seven jobber organizations which have banded together to publish their own catalogs. These organizations solicit manufacturers to purchase expensive advertising space in such catalogs. The legal theory under which these investigations are being made was developed in private litigation against A. & P. In that case, payments by manufacturers of food products to A. & P. for advertising in a magazine (Wowan's Day) published by A. & P. for resale in its own stores, were held to be unlawful under Section 2(d). This ruling was made despite the fact that competing purchasers did not also publish a magazine, the court stating that "an offer to make a service available to one, the economic status of whose business renders him unable to accept the offer, is tantamount to no offer to him."

The payments which are alleged to be discriminatory in matters under investigation are granted for various types of promotional services. These include cooperative newspaper advertis-

ing, radio and television advertising, advertising in company publications or catalogs, shelf or counter or floor displays, and push money or prizes to salesmen or clerks.

#### Cognizant of Problems

The Commission is generally aware of the problems particular to your industry. We have been told by representatives of a number of garment trade associations that the advertising practices now engaged in have reduced the industry to chaos. We are told that in recent years department stores and department store chains have demanded greater and greater participation by suppliers in various promotional advertising efforts and that advertising allowances are made to meet demands of powerful buyers without any pretense of adhering to a cooperative advertising program available to all competing customers on proportionally equal terms as required by the law.

The Commission will not ignore this situation, but it cannot act on generalities. We shall (Continued on Page 54)

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Whatever the weather use our stock-dyed heathers . . .

3 denier regular and high bulk, heathers for bulkies,  
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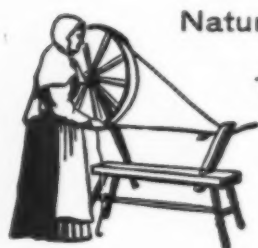
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Natural and man-made fibers

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need to discover and evaluate specific facts. The cooperation of each of you here today will be important to the expeditiousness of any investigation and effectiveness of any remedy which may be developed.

You have undoubtedly regarded with interest the issuance by the Federal Trade Commission of a complaint (released to the press this morning), against R. H. Macy & Company alleging Macy's use of the force of its purchasing power to induce suppliers to make contributions to sales promotions. Some of you may be called upon for cooperation in supplying information needed in this proceeding.

The complaint alleges that Macy's has "used the force of its purchasing power to induce contributions from its vendors who—because of their individual inequality of economic strength compared to respondent; the highly competitive nature of their business; their lack of ability to combat such practices; the fact that their economic existence is enhanced and improved by continuing to sell to Macy; and that supplying Macy enhance the prestige and selling

ability of the supplier with other actual and potential customers—are relatively powerless to refuse to make such contributions." The complaint further alleges that "These circumstances are enhanced by the fact that Macy's New York store is one of the largest, if not the largest, department store in the United States. Very few, if any, of these 750 vendors can afford to make similar contributions to all of their other customers, or even to many of them, without having their profits disappear and their businesses fail."

In conclusion, the complaint alleges that the acts of Macy's "a powerful buyer using the leverage of its purchasing power and position, asking for and receiving contributions, gifts or donations of whatever nature from its vendors for the 100th Anniversary celebration of Macy's of New York, or for any other purpose, are to the prejudice and injury of such vendors and their competitors, and to the competitors of respondent and constantly seeking new techniques to avoid competitive inequities in enforcement of the

*(Continued on Next Page)*

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## FASHION COLLARS

For Men's, Ladies' and  
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QUALITY  
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FABRICS

SINGLE & TWO PLY

\* 64 & 96 feed stripes

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"As modern as the fabrics we produce"



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300 W. 24th St., Charlotte 6, N. C.

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Lawrence Levy, President

"WE DELIVER 'YESTERDAY'"

with other customers unless to contribute further circumstances the fact store is not the re in the y, if any, an afford tions to mers, or without disappear l."

complaint Macy's ing power and reg- gifts or nature ne 100th tion of r for any ne preju- vendors and to the dent and w tech- titive in- t of the Page)

the public, and constitute unfair methods of competition and unfair acts and practices" prohibited by Section 5 of the Federal Trade Commission Act.

The determination of the actual facts of the matter must await hearings on the record under due process of law. The respondent Macy is entitled to be represented at such hearings and to present all relevant evidence on its behalf. Although I have detailed the allegations of this complaint which are matters of public record, I do not wish to be understood as having come to any determination as to the truth of these allegations. Such determination must await the completion of proceedings . . .

The Federal Trade Commission seeks the cooperation of your industry. We seek to assist you in fulfilling your own individual responsibilities for compliance with the law. We are attempting to encourage more widespread self-policing by the issuance of Guides for compliance with Sections 2(d) and 2(e). We intend to move as expeditiously as possible with all the tools at our command against those who continue to use prohibited practices.

## Trade Practices

# Legal Developments Affecting Knitwear

By HAROLD KORZENIK

Counsel, National Knitted Outerwear Association

LEGAL developments affecting our industry have been unusually significant in the year coming to a close. There were three major ones. First, the enactment of the Landrum-Griffin Act, which was signed into law by the President on September 14, 1959. For the most part, the Act states a charter of rights for union members and many safeguards in the conduct of labor unions. For management, its chief significance lay in that aspect of it which amended the Taft-Hartley Law and in that direction the most significant change was the outlawing of secondary boycotts and hot cargo provisions in labor contracts.

However, the status embodied two major exceptions. One of the two exceptions refers to employers engaged primarily "in the relation to a jobber, manufacturer, contractor or sub-contractor working on the goods or premises of the jobber or manufacturer or performing parts of an integrated process of production in the apparel and clothing industries." This ex-

ception applies equally to the provision strengthening the proscription of secondary boycotts and picketing, as well as the clause making it illegal to enter into agreements requiring employers to refrain from dealing with other employers in certain circumstances, the kind of provision we commonly denominate as "hot cargo" clause.

The net result, then, for our industry, is that as between the parts serving to produce the integrated garment the law is more favorable to labor organizations than it formerly was and will undoubtedly contribute to difficulties which we thought had been resolved under the Taft-Hartley Law.

For example, when some years ago the employees of a

Text of report presented by Mr. Korzenik at the annual meeting of the NKOA board of directors.

jobber struck for a contract, the appearance of pickets before the premises of contractors working for the jobber signalled application for an injunction against this secondary picketing. Under the new law, we very much doubt whether such an injunction would be available. We anticipate that there will be a good deal of litigation with respect to the definition of employers coming within the exemptions afforded members of the apparel industry.

The second major legal development occurred in the field of labeling. We refer, of course, to the Textile Fibers Identification Act, which became effective on March 2, 1960.

The law is yet too recent to have afforded us sufficient ex-

(Continued on Page 57)

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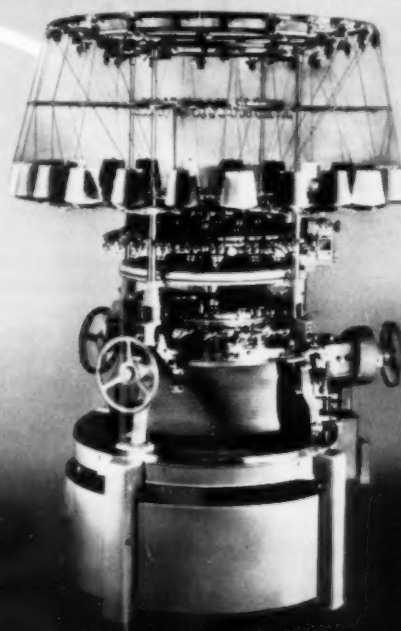


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perience on which to report legal tangles and judicial interpretations. The Federal Trade Commission, which is charged with the application and enforcement of the law, did a great deal in preparation to make it intelligible and practically applicable.

The third significant item occurred in a field in which we dealt anew with an old abuse. I refer to the growing and frequent violation of the Robinson-Patman Act in the indiscriminatory demand for and granting of discriminatory advertising subsidies.

The requirements of that law in the garment industries, have been often breached. The Federal Trade Commission, cognizant of the widespread violation of the law in this field, recently instituted a number of illustrative cases to impress violators with the wages of this sin.

It required many years of aggravation of this abuse by overbearing retailers however, to bring this industry to its feet, protesting vehemently against this illicit imposition.

Practical and hardpressed businessmen simply did what they had to do for the present, paying little heed to the day when they might be summoned by the Federal Trade Commission. However, there are now new and compelling reasons for scrupulous respect for the law. Beyond the toils of the Federal Trade Commission, they may now find themselves facing the Internal Revenue Service.

We are now on the brink of a major legal breakthrough, pointing in that direction.

A recent decision of the Supreme Court declared that an outlay occasioned by an illegal practice does not constitute an ordinary and necessary business expense, under the regulation entitling the taxpayer to its deduction from taxable income.

In the case passed on by the court, a trucking firm operating a fleet of mobile tanks incurred a large number of fines because the trucks exceeded in weight the legal limits for motor vehicles operating over state highways. The taxpayer's equipment consisted mainly of large tanks. The rate structure generally was predicated on a full load. However, when such equipment was fully laden, it violated the maxi-

mum weight laws of some of the states over which the trucks traveled. It was shown that the operation of partially loaded trucks would not only result in economic loss, but would also create safety hazards.

Confronted with this dilemma, the industry generally and deliberately operated its trucks overweight in the hope and at the calculated risk of escaping notice or paying a fine. During the year in question, the taxpayer paid a very substantial sum of money for such violations. The Court held that the demonstrated reasons and explanations could not avail the taxpayer its plea of necessity since allowance of the deduction would frustrate declared state policies forbidding particular acts and conduct.

The Court indicated this rule to have been foreshadowed by an earlier case where it upheld the validity of an income tax regulation reflecting an administrative distinction "between legitimate business expenses and those arising from that family of contracts to which the law has given no sanction."

In another case, the Supreme Court declared:

"Where a taxpayer has violated a federal or state statute and incurred a fine or penalty, he has not been permitted a tax deduction for this payment."

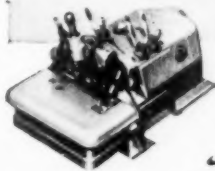
The Court, in the trucking case, declared:

"Petitioner's failure to comply with the laws obviously is based on a balancing of the cost of compliance against the chance of detection. Such a course cannot be sanctioned, for judicial deference to state action requires, whenever possible, that a state not be thwarted in its policy. We will not presume that the Congress, in allowing deductions for income tax purposes, intended to encourage a business enterprise to violate the declared policy of a State."

How much more concerned then, would the federal courts be with a violation of national policy such as is expressed in the Robinson-Patman Act?

It must be noted that the payment of a fine is in itself not illegal, but rather a penalty for an illegal act. With respect to illicit advertising subsidies, it is the payment itself which is unlawful and therefore closer to

(Continued on Page 60)



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owe their international reputation to the precision of all their component parts, as well as to their most accurate assemblage and extremely precise adjustment.

A complete line of various types are manufactured. They are used for all appropriate purposes by manufacturers of hosiery and knit goods as well as clothing, woven goods, blankets and similar materials.

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**NKOA Convention And Banquet**

Part of the huge audience at the 42nd annual banquet sponsored by the National Knitted Outerwear Association on May 5 in the Grand Ballroom of the Waldorf-Astoria Hotel, New York City. Attendance reached a new record of 1,750.

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A scene at the trade practices luncheon at which over 250 members of trade associations in the apparel industry participated. The luncheon was a sellout; there was standing room only when Earl B. Kintner, FTC chairman, addressed the audience. Shown at the head table are Mr. Kintner and the heads of various trade associations, who co-sponsored the luncheon session.



Shown here is a scene from the morning technical session on quality control and fiber development at the 42nd annual NKOA convention. The same scene was duplicated in the afternoon when members of the industry gathered to hear special sessions on knitted fabrics, including laminated knit yardgoods and high pile fabric produced on the sliver and cut loop principles.



Participants in the morning technical session of the NKOA convention, seated left to right, are: Don Bass, L. C. Boulward, Jerome Edelman, John Hoscheit, Donald F. Pollack, Victor Lom-

bardi, Sidney S. Korzenik, James F. Nields, Harris Johnson, Bertrand Frank, T. A. Podbereski, Lee Bidgood, George Lewis, Collins Thompson and George Vescio.



Discussing aspects of the Robinson-Patman Act over cocktails preceding the luncheon session which highlighted the day-long NKOA convention are: Sidney S. Korzenik, NKOA executive director and counsel; Mr. Kintner; and James F. Nields, Ware Knitters, Inc., reelected Association president.



Chatting at the cocktail party which preceded the evening banquet are: Edward A. Brandwein, NKOA administrative secretary; Abe H. Liebster, M & M Knitting Mills and former NKOA president; Harold Korzenik, NKOA counsel; Sidney S. Korzenik; Senator William Proxmire, guest speaker at the event; and Mr. Nields.



## Daniel R. Strauss

*President  
Himalaya Knitwear Co., Inc.  
Originators of Aussie Brook  
Knitted Leisurewear.*

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proscription. The court commented on this point, saying:

"Certainly, the frustration of state policy is most complete and direct when the expenditure for which deduction is sought is itself prohibited by statute. . . . If the expenditure is not itself an illegal act but rather the payment of a penalty imposed by the state because of such act, as in the present case, the frustration attendant upon deduction would be only slightly less remote and would clearly fall within the line of disallowance."

It is not unreasonable to anticipate that expenditures incurred in violation of the Act would be subject to the close and critical scrutiny of the Internal Revenue Service. Business firms running the risk of violating the Act would at the same time now be undertaking the risk they never anticipated. They may now find that they must forego the advantage of a credit for income tax deduction of these illicit payments as 'ordinary and necessary' business expenses. So far as we know, the courts have not yet passed on a particular issue arising out of a discriminatory advertising allowance in terms of tax deductibility. But the prophecy inherent in this court decision seems quite clear.

Perhaps under threat of the emergence of this new sanction, the abuse which has taxed our industry as well as other branches of the apparel trades, will abate.

## Retailing

### Rochester Store Spurs Early Swim Suit Selling

ROCHESTER, N. Y.—The National got an early start on girls' and teens' swimwear business when it staged a May promotion of a large collection of knitted elasticized suits.

The store used point of sale display and newspaper advertising to launch the promotion, which drew immediate response from shoppers.

### Whitney & Company Names New Buyer

ALBANY, N. Y.—Charles J. Durland has been appointed women's sportswear buyer at the W. M. Whitney & Co. department store. He will buy sweaters, swimwear and other knitted outerwear.

# Men's Wear

## Stitch And Color Augment Styling In Himalaya Line

Novel stitch and color treatments get a good deal of attention in the Himalaya Knitwear Co. line of fall sweaters for men. Wool appears to dominate the collection, with some excellent assists from Orlon and from a blend of mohair and wool.

Rich texture is achieved in this mainly bulky range through the use of such stitch constructions as ribbing, popcorn effects, raised diamond or triangular motifs. In addition brushed surfaces come in for importance and plush napped-and-sheared Orlon is in the picture. Random brushing is interesting.

A particularly striking note is achieved through the use of a wide range of designs made even more attractive by eye-appealing color combinations. Patterns range from an Navajo Indian motif through a boxed X, punchboard effect and stripes of varying nature.

Marls get some of the color stress, which often gives reign to



Himalaya's fall collection includes a high V-neck pullover with striped border in a popcorn stitch; a richly ribbed two-color model, the collar of which can be worn open or buttoned; and a beautifully brushed number with a ribbed collar that converts into a hood.

combinations incorporating four or five different shades. Among

the colors utilized are black, per, orange, green and taupe. olive, blue and gold, slag, cop-

(Continued on Page 62)

## RIBBONS... with a reputation!

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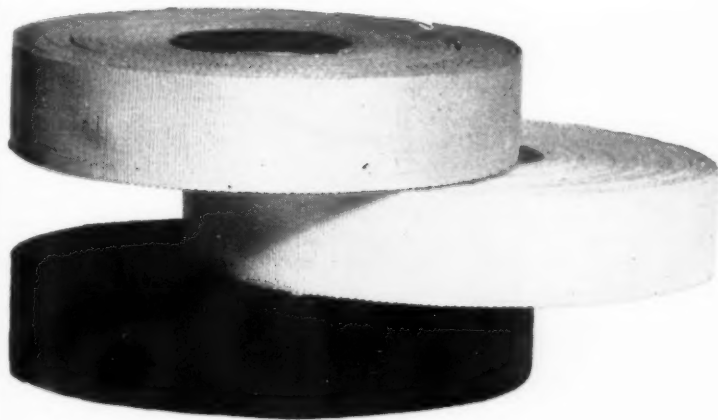
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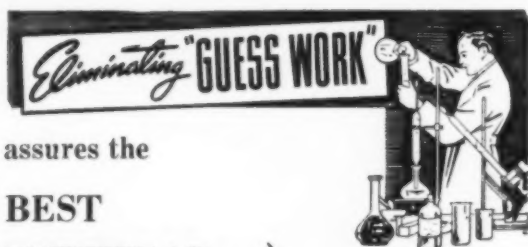
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Grays, including oxford, figure in the Himalaya line and may possibly pair with wine.

Essentially, style emphasis is on cardigans and pullovers with shawl collars. There are a goodly number of V-necklines of varying depth with some of the most interesting set quite high and framed to appear plunging. Lapped effects and collar-framed V's are notable. An occasional turtleneck crops up. There are also zip front treatments.

Designed along distinctly imaginative lines are brushed mohair and wool sweaters, the ribbed collars of which convert into unusual hoods. Another sweater with an air of versatility is the official Canadian Olympic pullover, at \$13.75, trimmed in red and blue. Its collar comes off completely for wear as a headwarmer and reveals a crew neckline.

### Suede Combination

In addition to the broad stress on all knit numbers, Himalaya has added another dimension to its collection through the introduction of suede front novelties wholesal-

ing from \$10 to \$15, depending on the style, and available in gold, olive and natural. Styles include shawl collar, V-neck and zip front treatments as well as sleeveless vest variations.

Orlon plush is utilized for a sweater-shirt with contrast trim about the collar, at \$5.75, wholesale, and similarly decorated V-neck cardigan with six-button closure, wholesaling at \$6.50.

### Popcorn Pullover

Other wholesale prices in the line start from about \$8 for a popcorn stitch pullover with tri-banding about its V-neck or a matchstick patterned pullover with a shawl collar. A lacey V-neck bulky, carried over from early spring into fall wholesales at \$7.50.

Aside from an occasional excursion into the \$16.50 price point — for a two-color jacket with raglan sleeve definition and large pockets — or \$10.50 — for a V-neck cardigan with six brass buttons and a raised puckered stitch construction — the remainder of the line wholesales at between \$8.50 to \$9.50.

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**Men's Wear****Scottish Style Pendulum Swings Toward Subdued Colors, Designs**

GLASGOW, Scotland (Scottish Amalgamated Trade News Agency).—The men's wear designs from Scotland this spring suggest a definite swing towards quieter colors and styling. Background to the situation is essentially economic. The teenage trade has obvious attractions. The assumption there is that gay, novel and even garish designs are the required merchandise. Experience has proved otherwise.

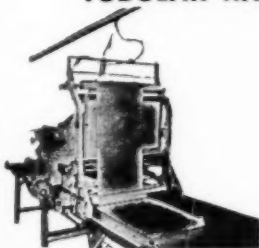
There is an admitted market for novelties and a variety of brighter lines have been offered and have sold, but not in the volume required to make the designs a success. Experience has shown that five out of 10 novelties fail to make the grade in terms of complete sale. The retailer makes his profit on the last three garments he sells out of every dozen. If he is left with three, or even two of a line, to be cleared at cut prices, he elim-

inates his profit on his earlier sales. That has happened to a considerable extent and has discouraged enthusiasm for teenage lines.

Traders accept the fact that the teenager is the dominant spender. The average young male will buy three garments to the one bought by his father. That applies even more so in the feminine fashion trade. But the retailer carries a much heavier element of risk when he sells to teenagers, in view of the rapid changes in demand and styling.

**Manufacturers Cautious**

A considerable number of manufacturers have burned their fingers this last year from novelties; they have realized that there is little profit in jobbing off slow selling novelties and it is quite certain that in the coming spring and autumn collecting (Continued on Page 64)

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tions, fewer brighter novelties will be shown or bought. It may be that a very large supplier might carry the loss on his standard turnover.

There is little point, however, in earning profit on standard lines and losing it on novelties, and the obvious answer is to reduce the element of risk involved in handling novelties. Hence the attention which has been given to quiet variations, with emphasis on pattern rather than on color.

In effect, the smaller merchant in seeking to up-grade teenage taste so that fewer novelties and fewer brash, garish garments are sought. Some considerable success has been achieved in this effort and intensified attention is certain over the coming months. The argument may be advanced that every firm carries a few duds in its collection. That is admitted, but the present effort is to reduce the number of poorer lines and to up-grade all the offered garments to best selling status.

**Sane Sales Pattern**

One firm has indicated its own results this year as eight out of 10 best selling lines, one

which went reasonably well and one which is still sticking to the shelves. That might be regarded as a reasonable pattern of trading, and current effort is designed to bring a similar degree of sanity into the trade as a whole.

Quite obviously, the element of risk is increased as the novelties are increased. The answer is consequently reduction of novelties. This might suggest a reversal to bread and butter lines, but that is not implied. It is possible to cater to teenage business without accepting the acute risks inherent in extreme novelty.

Vertical stripes, for instance, have done very well in the teenage trade this year, but these garments are essentially fisherman-type two color offerings which will sell equally well to the more mature man as to the teenager. Another argument against excessive attention to novelties is the fact that existing demand is keeping manufacturers fully employed. That being so, there is no point in venturing out with the selling ranges.

The range now offered consequently aims at patterned ef-

(Continued on Next Page)



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fects with vertical motifs, particularly to the front. Crew and high V-necks share the trade; a tendency towards lighter weight has been noted. The very heavy fisherman knits have declined in popularity and are being replaced by medium weight jerseys which are quite positively fashion garments, although not excessively styled.

One very interesting feature has been the decline in popularity of the heavy long white sweater used for cricket. It has been supplanted by the cotton windcheater, which sells at approximately half the price and functions equally well. For yachting, angling, golfing and similar activities the heavier type of fisher-knit garment continues to take a very substantial share of business, but with other sporting uses the trend has been definitely towards medium weights and lighter weights, fashionably styled but quiet in general character. Wool continues to dominate the men's trade. There has been a swing towards man-mades by the Scottish manufacturers, despite continuous efforts by the young producers to have their material incorporated in the Scottish production.

Another feature of the trade has been the reluctance of buyers to place bulk orders ahead. Efforts have been made, as normally, by the larger manufacturers to book their production ahead of manufacturing and where a business is sufficiently large to insist on this advanced ordering has been done. But, by and large, retailers are now tending to refuse advance bookings and to buy as and

when they determine that the time is ripe.

Representatives have been flogging the argument that 'if you don't order now, you won't get delivery.' That has not had the desired effect, and has indeed discouraged retailers from placing orders even normally. There has been a certain reaction against high pressure selling, and a tendency to insist that the retailer must have complete freedom to buy if, as and when the market is ripe.

A sufficient number of manufacturers exist to make this policy apply, and some very attractive orders have been picked up by the smaller units in recent weeks on the rebound. Their buyers have come in now to take delivery in March, April and May for current spring needs.






In effect, buyers are refusing to order six months ahead, and are quite content to accept the situation that someone will accept their business. In fact, they are finding that this does apply, and that all the required garments can be found. Quite obviously, that policy does not apply where a large number of retail branches are involved and where advanced buying is a necessity. But it does apply very much where the retailer is an individual and is concerned to retain his control of the market.

The overall picture of the men's trade at the present time is thus distinctly healthy. The retailers are coming in now, placing orders for delivery within the next few months. They are not interested as yet in autumn buying, except where the scale of their activities demands this.



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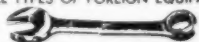
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## Men's Wear

### New Colors, Styles Spark Buying At Midwest Show

MINNEAPOLIS, Minn.—Interest centered in the newer sweater styles and colors at the Men's and Boys' Wear Buying Week, April 24-26, sponsored by the Upper Midwest Men's Apparel Club, Inc. The market was held at the Radisson Hotel and Merchandise Building here. The comparatively new shades of olive and gold got the nod of buyers, along with such style trends as the shawl collar and the new high V neck.

Palmer Olson and T. S. Peterson of Munsingwear, Inc., said that knit sport shirts with long sleeves for fall had good customer acceptance in such shades as olive, gold and sage green in Orlon, Acrilan and Orlon-and-wool blends. Retail prices for the "Grand Slam" sport shirt ranged from \$4 to \$10.

There also was considerable

interest in the firm's sweaters, a recent addition to its lines. These featured bulky knits in shawl collars, high and low V-necks and boat necks. A variety of fibers was offered, the sweaters including wool, wool-and-Orlon blends and lamb's wool and mohair. Retail prices were \$8.95, and the best selling colors were gold, olive, dark gray and wine.

Jim Derby Jr. of Jersild Knitting Co. said that the firm's line of ski sweaters featuring the shawl collar and high V-neck had moved very well, especially in the \$12.95 to \$15.95 retail price range. Olive and gold were strong in ski wear, too, along with blue and red. In more conventional sweaters the shawl collar and high V-neck also moved well, and there was particular interest in pullover styles. Sweaters in the \$7.95 to \$13.95 bracket moved best, and again olive and gold were the color preferences. Ladies' and men's matching sets of ski sweaters also were big, Derby said.

Harry Wehling of Revere Sportswear termed the business he did at the market as "fantas-

(Continued on Next Page)

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tic." With a variety of sweater style treatments available for fall, he said that "everything" was selling well and customers were buying across the board. Although the new shades were selling well, there still was considerable interest in charcoal gray and dark green sweaters for fall. About 60 percent of Wehling's business was in pullovers, the balance is in cardigan types. Fiber was not an important factor in customer buying, he said, if the style was liked.

Paul Herschman of H & H Knitwear, which distributes sweaters and knit shirts under the Gary Reed label, said that wools were very strong for fall and the new fancy stitches such as the pineapple stitch, cable knit and rick-rack inlays. Although olive and gold had moved well, the burnished tones also were bought. Windjammer sweaters with a boat neck also got the nod of buyers. The better goods seemed to be the most sought after—sweaters selling at \$12.95 and up. Pullovers moved best, followed by the shawl collar coat sweater, Herschman declared.

Milt Kahn, Barclay Knitwear, said that bulky knits and some "hairy goods" were most interesting to his customers. Sweaters in the \$6.95 to \$12.95 range sold best, with interest about 50-50 between pullovers and cardigans.

### Scottish Knitters Enter Ski Sweater Production

GLASGOW, Scotland (Scottish Amalgamated Trade News Agency)—Boom in skiing in Scotland has encouraged a new interest in ski knitwear. Swiss manufacturers and Norwegians have a considerable start in this



Arrow's Orlon pile pullover with cotton backing is trimmed with ribbed worsted, which forms its convertible shawl collar.

field because of their years of activity. The European Free Trade Agreement will mean intensified competition in Britain as from July 1st, when a reduction of 20 percent in import duty will become operative. To meet this, Scottish knitwear manufacturers are now extending their range of ski and apres-ski garments, and report considerable success in this direction.

Teenagers are among the important customers and are buying a very wide range of bulky, boldly patterned styles, traditional in Iceland, Switzerland and Norway. Importance of this influence is expected to increase and to spread from skiing into general application. Collars are given particular treatment to allow their use as head covering.

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## Dyes & Chemicals

### Phoenix To Discontinue Chicago Dyeing Plant

CLEVELAND, Ohio — Phoenix Dye Works, announced that the company is ceasing operation of its Chicago plant effective July 1, 1960, it was announced by William H. Susen, president. Operations will be centralized in the new Cleveland mill which is now being enlarged to 81,000 square feet. The machinery of both plants will be combined to maintain the overall capacity presently possessed in both Chicago and Cleveland.

Phoenix's Chicago plant, parts of which were built in the last century, has grown obsolete, according to Mr. Susen. Furthermore, the construction of turnpikes and thruways he said, will enable the company to service the Midwest area with little or no inconvenience as far as deliveries are concerned. For example, Mr. Susen cited "sleepers" truck service which now gives overnight delivery from Cleveland to the Milwaukee and Chicago areas.

A Chicago office will be main-

tained and its location will be announced shortly. No interruption of service is anticipated during the changeover.

Phoenix is equipped to package dye yarns on package put-ups and sweaters in strip and garment form.

### Onyx Oil Merged With Onyx Chemical Corp.

JERSEY CITY, N. J.—Onyx Oil & Chemical Company has merged with the Onyx Chemical Corporation, and the name of the company is now Onyx Chemical Corporation.

Onyx Chemical Corporation is a publicly held company and recently acquired all of the outstanding shares of Onyx Oil & Chemical Company. The corporation is a leading producer of anti-static agents, softeners, resins, detergents, water-repellents and other related chemical finishes for the textile industry.

### Sandoz Introduces New Milling Dyestuff

A new milling dyestuff, Lan-asyn Brilliant Red RL p. a. f., has been released by Sandoz, Inc. It is suitable for dyeing

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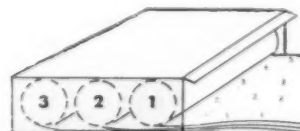
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wool, silk, and polyamide nylon fibers from a neutral or weakly acid bath. In combination with Lanasyne dyestuffs, it is best dyed by the Lyogen SMK process. Being highly soluble, it is of special interest for printing, including vigoureux printing.

The new dyestuff is claimed to be very fast to light and mill processing, particularly milling and carbonizing. It withstands finishing processes very well and is readily dischargeable.

### Dyestuffs And Finishes Exhibition Is Announced

MANCHESTER, England—The First International Textile Dyestuffs, Finishes and Auxiliaries' Exhibition is to be held at the Free Trade Hall, Peter Street, this city, September 22 and 23, 1960.

In addition to the exhibition, there will be a program of films shown by manufacturing companies, and on one of the days a symposium relating to new developments in textile chemicals.

The exhibition will be held yearly, returning to Manchester every three years. The intervening two years the exhibition will

be staged in Yorkshire (1961) and London (1962).

### Fablok Introduces Dacron Dye Bags

IRVINGTON, N. J.—A new Dacron net bag for dyeing has been introduced by Fablok Mills, Inc. The mesh bag is designed to hold up to 25 pounds of circular knitted fabrics or knitted garments such as leotards, sweaters or knitted trimmings.

Use of Dacron in the dye bags is favored, it was pointed out, because of its high resistance to strong bleaching agents. Dacron is also impervious to all of the acid-base colors required in dyeing Orlon, Ban-Lon or other new synthetic yarns. The company claims the new net bags outlast the similar size and weight cotton bags by five to one due to the polyester fiber's high resistance to abrasion.

Use of pastel-colored net bags for applying acetate dyestuffs in pastel shades can be done on a lot-to-lot basis. This procedure eliminates the stripping and scouring now necessary with cotton bags.

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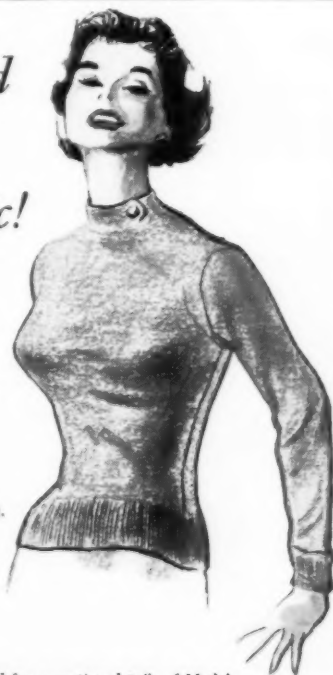


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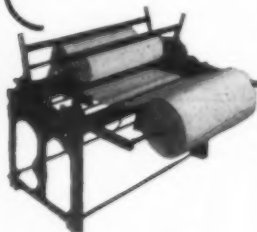
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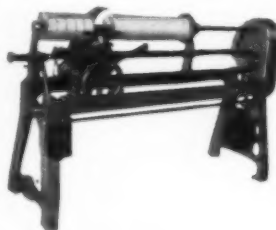
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## Dyes & Chemicals

### Vat Dye Group Expanding Scope

The Vat Dye Institute plans to expand activities to include promotion of the use of quality colors in dyes of all types, as well as vat dyestuffs, it was announced by James L. Naylor, newly elected president of the association, at its annual meeting in New York.

The group particularly aims to work in areas where dyes are not now widely used, Mr. Naylor said. He pointed out that the "institute's original purpose was to increase and expand consumption of vat colors through educational and promotional programs."

In keeping with the broadened program, "depth studies are planned in various markets, which when completed will be made available to the entire dyestuff industry and the textile companies it serves," Mr. Naylor explained.

Mr. Naylor, manager of the dyes department of the organic chemicals division of American Cyanamid Corp., succeeds H. J.

Daignault as president of the institute. The latter, vice president of National Aniline Division, Allied Chemical Corp., was elected treasurer and chairman of the group's finance committee.

Other officers elected to serve in the 1960-61 term are: H. C. Spatz, president of Geigy Dyestuffs, division of Geigy Chemical Corp., senior vice president; and T. C. Keeling, vice president of Koppers Co., Inc., vice president. E. S. Meyers was re-elected secretary and counsel.

Re-elected directors are Mr. Naylor and W. A. Bours III, director of sales, dyes and chemicals division, E. I. Du Pont de Nemours & Co., Inc. Mr. Bours will also serve as chairman of the promotion committee. Newly named as directors are: Mr. Keeling, J. R. Bonnar, manager of marketing, General Dyestuff Co., division of General Aniline & Film Corp., and Dr. H. W. Grimm, president Carbic Hoescht Corp., Providence, R.I.

W. A. Holst of the National Aniline Division was elected chairman of the technical committee.

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## Fantex O & W Scour Suitable For Sweaters

PHILADELPHIA, Pa.—W. F. Fancourt Co.'s Fantex O & W, a clear viscous-type scour developed to remove heavy, oily or waxy soil, is now available in the general market, according to the firm. It had previously been in limited distribution. It is claimed to be an excellent washing agent for wool sweaters made from garnetted stock.

Fantex O & W is effective on most fibers and fabrics, including cotton and wool, and has limited foaming properties, excellent rinsability, speed and no odor carryover. For wool, the pH has been adjusted to give maximum scouring without degradation of fiber, and no additives are required.

The product has an initial pH of 9.5 and is an amphoteric type of detergent with a high degree of peptizing properties in an alkaline medium, such as caustic soda.

## Findings

### Waldes Kohinoor Closing For Vacation July 4-18

Waldes Kohinoor, Inc., Long Island City, N. Y., manufacturer of fastening devices, will be closed for vacations from July 4 to 18, it was announced by Harry Waldes, executive vice president.

The shut-down will include all manufacturing departments and most offices of the company's slide fastener division, which produces Waldes zippers, snap fasteners and other apparel closures; the hook and eye division, which makes hook and eye and snap fastener tape, and the Truarc retaining rings division,

which manufactures industrial fastening devices and tools.

The company's sales, order and shipping departments will function on a limited basis during the vacation period, Mr. Waldes said. Token crews will provide necessary services.

The vacation schedule does not apply to the company's branches in Atlanta, Baltimore, Boston, Chicago, Dallas, Los Angeles, Philadelphia, St. Louis or St. Paul.

## Gov't Procurement

### Three Firms Submit Bids For Flight Deck Jerseys

PHILADELPHIA, Pa.—Three firms bid at the Military Clothing and Textile Supply Agency under QM-664 for two types of pullover-style flight deck crew jerseys with full length sleeves; f.o.b. destinations.

Manchester Knitted Fashions, Manchester, N. H.: (2a) \$1.788; (2b) 1.778; (2c) 1.821; (2d) 1.202; (2e) 1.224; (2f) 1.209; all or none; 1/20%-20.

Kings Point Industries, Inc., N. Y.: (1a-f) 2.60; (2a-f) 2.50; 5-20; all or none.

Shawmut, Inc., Brockton, Mass.: (2a-c) 2.66; (2d-f) 2.24; 1/10%-20; min., 7,200.

### QM Bids Opened May 10 For Knit Glove Inserts

PHILADELPHIA, Pa.—The Military Clothing and Textile Supply Agency opened bids May 10 at 2 p.m. under QM-753 for 148,994 pairs wool knit glove inserts, olive drab-30A. Delivery schedule is September to October for this procurement, which as a rule, shall be awarded to small business concerns.

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## Yarn Processing

### New Automatic Can Doffer Unit

CLEVELAND, Ohio — A new automatic can doffer unit designed to provide a fully automatic can delivery and doffing system for single-head pin drafter intersecting draw frames, has been introduced by The Warner & Swasey Company.

Operating in combination with a standard can coiler mechanism, the new automatic doffer accommodates three 18-inch or 20-inch cans on a circular base that indexes the cans into position. Each can is mounted on an independent, reversing type turntable.

During operation, while the can positioned beneath the pin drafter coiler mechanism is being filled, the other two cans are held in reserve. When the first can is filled with the desired preset yardage, the doffer automatically indexes 120°, doffing the full can and locking the next empty can under the coiler. This doffing cycle is performed "on the fly," without slowing or

stopping the operation of the pin drafter.

An automatic counter is used to preset the desired yardage per can and to trigger the doffing cycle at the proper point. The counter resets automatically after each doff.

A safety switch stops the machine instantly if the operator fails to remove the two full cans when the third can has been filled.

The new automatic can doffer not only increases efficiency, according to Warner & Swasey, but provides higher sliver quality. Because of the larger packages obtained, there is a significant reduction in piecings. The doffer is adaptable to single-head pin drafters utilizing six-inch or eight-inch faller bars and equipped with standard 18-inch or 20-inch coiler mechanisms. The unit adds little to the floor area of the machine.

The doffer unit features simplified mechanisms and has low maintenance requirements. Chain drives are used for power transmission to both the coiler rotor and indexing base. The actual index motion employs a positive

(Continued on Next Page)



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cam arrangement of the same type used successfully on machine tools.

The reversing can turntables mounted on the base are gear driven. Only the can under the coiler mechanism rotates. The reversing turntable principle was selected to eliminate the need to break-out the end at the doff cycle.

The new doffer will handle cans up to 42 inches in heights and sliver weights ranging from 50 to 1050 grains per yard. The unit is free-standing design.

### Sewing

#### Operator's Chair Developed By Singer

A sewing operator's chair has just been announced by Singer Sewing Machine Company. Economically priced, the chair is sold exclusively through the company's industrial sales organization.

Fully adjustable to individual operator's preferences, the new posture type swivel chairs help keep operators alert and at higher efficiency levels hours longer every work-day. The chairs were recently tested in the field under actual production conditions.

Correct posture is automatically assured by the scientifically shaped, form-fitting back and seat which are easily adjusted by the operator for maximum comfort and support. Height of seat is adjustable from 17 inches to 20 inches. The spring-mounted back, hand adjustable 23½ inches vertically and two inches front to back, accommo-



Sewing operators' chair introduced by Singer Sewing Machine Co.

dates operator's turning movements without interruption of support.

Designed for maximum stability, the widespread legs are constructed of strong, one-inch diameter tubular steel. Wide spacing of legs and absence of cross braces allows the chair to be brought closer to work or pushed far under the machine stand when aisle floors are being cleaned.

The smoothly operating swivel—an important feature usually found only in expensive office furniture—enables the operator to reach right or left, pick up or lay down work, or operate a dual machine set-up, without tiring body twisting. An inexpensive swivel lock is available for operations where a non-turning chair is required.

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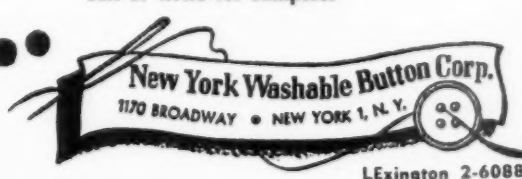
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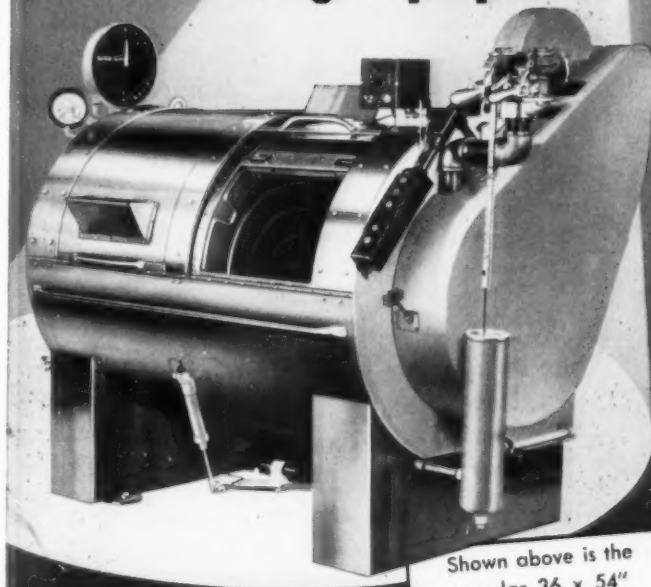


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Are you, too, now considering laundry machinery for washing and "fulling" your knit goods? If so, you can place full confidence in HENRICI for the right equipment. A factory sales technician will gladly present full details to you anytime, anywhere. No obligations, of course!

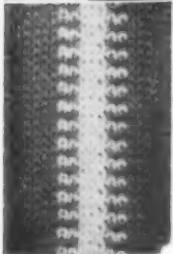
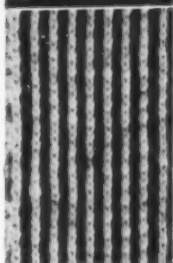
Let us give you the full details of how many other leading manufacturers in your own industry have turned to HENRICI for washing, extracting, and drying equipment with the following results:

- (1) Improved quality of knitgoods products.
  - (2) Substantial savings in production costs.
  - (3) Less dependence on outside suppliers.
  - (4) Better plant production control.
  - (5) Stepped-up shipping schedules.
  - (6) More satisfied users of HENRICI specialized wash-room equipment, "geared to the industry's needs!"
- Write us today for "direct-from-the-factory" prices and details.

**HENRICI LAUNDRY MACHINERY CO.**

101 Henrici St., Boston 26, Massachusetts

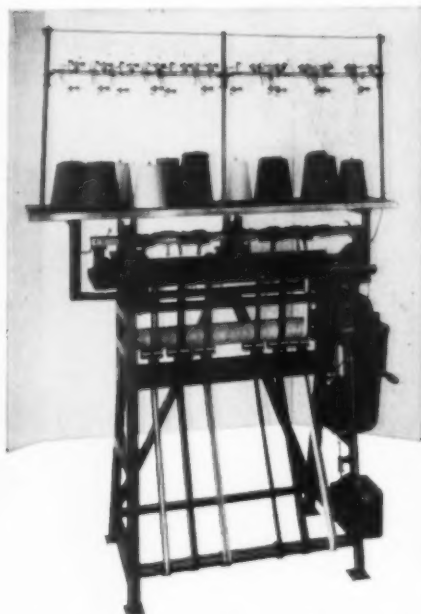




# QUEENS

## MODELS "SFS" AND "SFS-1"

### Flat "V" Bed Border Machines



**For production of two and three color novelty patterned and vertically striped borders and trim.**

**High and low butt needles and push jacks control patterns giving complete control of each wale for faultless reproduction of the pattern without need to leave out needles between colors or tiresome adjustments of yarn feeders.**

1. Model "SFS" has two double system knitting heads and two 10 inch needle bed sections.
2. Model "SFS-1" has one triple system knitting head operating over a 20 inch needle bed section.
3. Available in 6 to 14 cut inclusive.
4. Full anti-friction roller bearing support of knitting heads.
5. Exceptionally high production rates.
6. Automatic racking.
7. Electrical Stop Motion.
8. "Power-saver" motor drive.
9. Stainless steel, ball bearing take down pressure roller.
10. Variable speed "V" belt drive.

#### Your Inquiries Are Invited

We offer the most complete line of flat bed knitting equipment available anywhere.

**QUEENS MACHINE CORP.**

280 STARR STREET, BROOKLYN 37, N. Y.  
EVERGREEN 6-0020

### News From Abroad

## British Knitters Favor Synthetics In Travel Wear

LEICESTER, England — Latest styles shown by British knitters indicate that the industry this year is determined to exploit to the full the advance to the holiday maker and traveller.

The 1960 Ladies' Pride range includes many models in nylon or nylon and cotton blends, designed more or less specifically with this end in view. One model in particular, an elegant, cool sheath dress, is completely washable and drip-dry. With half-lined skirt, it can be worn as a casual day dress or accessorized for evening wear. The fashionable range of colors includes flame, beige, navy or peacock.

Another well-known fashion house, Susan Small, is marketing a spring range of two-piece costumes with chunky tops and teaming skirts. Described as being feather-light yet cosily warm, these knits make a refreshing change from the more conventional spring suit. They wash easily and will not pill, stretch or sag, according to the makers. The outfits are produced in a cool range of colors which includes white, ice, lemon, lime, and milk.

### Fancy Warp Knitgoods

Frymann & Fletcher Ltd. has produced a fancy warp knit fabric which has been chosen to represent the best in British knitwear at the forthcoming British Textiles Display in Johannesburg, South Africa, due to take place this month. This fabric

will be used for a travel-easy white evening dress styled on a Vogue pattern.

Easy yet smart travel was the concept behind the crush-resistant and packable uniform in Courtelle acrylic fibre jersey recently designed by students of the Royal College of Art for ships' "purserettes." Worn over a sleeveless white blouse, the neatly-cut short jacket is trimmed with brass buttons and has a small cross-over tie at the neck. The skirt is straight and slim.

British Celanese Ltd. has launched a national publicity campaign for its triacetate fiber, Tricel. Theme of this promotion is "Travel in Tricel." The fiber, which in every respect closely resembles Arnel, is widely used in knitwear and swimwear. There are reports that by fall Taslan and Tricel circular knit fabrics will be on the British market.

At the moment, representative of the apparel being featured in conjunction with this holiday and travel conscious campaign is a beach suit in Tricel and cotton gingham by Demoiselle. The fabric is woven in a large orange check. Another cutter in the same field, Janet Dickinson, is promoting a range of swimwear in similar blends and fibers.

## Men's Sweater Shipment During March Dipped

(Continued from Page 1)

Average weekly shipments of men's sweaters during March amounted to 28,000 dozen, according to the U. S. Bureau of Census. This represented a 10 percent decline from the 31,000 dozen shipped on an average weekly basis in February, 1960, and a similar percentage drop from shipments in March, 1959.

# CALL US AT SUNRISE

FOR TOP PRICES ON  
WOMEN'S AND GIRLS'

- SWEATERS
- KNIT SUITS
- BATHING SUITS
- POLO SHIRTS

WE'RE ALWAYS OPEN TO BUY  
... WE ALWAYS BUY FAIR!

Sunrise Knitwear Co., 1384 Broadway, New York 18 • LA 4-9020

# THE INDUSTRY'S MARKET PLACE

Advertising rates: \$5.50 per column inch per insertion. Positions Wanted: \$5.00 per column inch per insertion. Minimum space — 2 inches. Ads for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

## MACHINERY—WANTED, FOR SALE

### MACHINERY FOR SALE

Hand Links and Links machines. Located in Puerto Rico. In first class condition—Grossers. Many equipped with special combs. Have been in recent use on bulkies using every other needle.

BOX 430L

### WANTED

18", TA machine, any cut. Must have four finger striper.

**BERGMAN KNITTING MILLS**

22nd & Lehigh Ave., Phila. 32, Pa. BALDWIN 3-1900

### FOR SALE

12 cut, 60" BARB MACHINE  
with 2-speed motor

Excellent Condition — Now Running

**BERNHARD ALTMANN**

**INTERNATIONAL CORPORATION**

P.O. BOX 2446, SAN ANTONIO, TEXAS

### FOR SALE — CASH OR TERMS

- 3—30", 7 cut, 6 feed, Jacquard LH machines
- 2—30", 7½ cut, 6 feed, Jacquard LH machine
- 1—15", 8 cut, 4 feed, Jacquard LA machine
- 1—15", 11 cut, 4 feed, Jacquard TA machine
- 1—30", 14 cut, 32 feed, Philip machine
- 2—28", 7 cut, 6 feed, Jacquard TJ machines
- 2—61", 8 cut Queens Model B machines
- 1—62", 7 cut, Universal flat machine
- 1—40", 10 cut, Dubied model VD machine
- 1—10 cut Stall border machine, with push jacks
- 1—6 cut Lamb double head border machine
- 1—70 lever Jacquard card punching machine

**BEN WACHSMAN CO.**

671 Bushwick Ave., Brooklyn 21, N. Y. GLENMORE 2-4936

### WANTED

2½ gauge shaker hand machines. Must have double lock on one side. 32-44 inches.

**KNITTING MACHINE RENTS**

1401 South Main Street Los Angeles 15, Calif.

### FOR SALE

- 4—fully automatic flat Jacquard machines, 12 cut, 47½" and 51" wide.
- 7—automatic V-bed machines, 12 cut.
- 3—automatic V-bed machines, 10 cut.

BOX 91

### FOR SALE

New Hand Flat Knitting Machines  
4½ to 14 cut, various widths.

**TRICOMA, INC.**

Showroom:

303 Stockholm St.  
Brooklyn 27, N.Y.  
GLENMORE 6-0205

7504 Empire State Bldg.  
New York 1, N.Y.  
WISCONSIN 7-7466

### FOR SALE

5 Dubied fashioned collar machines, top working condition, 13 gauge. Will also widen automatically. Also fine gauge machine:

- 1 Dubied RAL 55", 14 gauge
- 1 Dubied RAC 55", 14 gauge
- 1 Dubied BAZ 55", 14 gauge
- 1 Dubied ABG 40", 12 cut, 8 locks

Reasonably priced

BOX 130M

## WE BUY—WE SELL EVERYTHING

*from a Needle... to a COMPLETE plant*

Including real estate — relocation surveys — etc.

**SPEIZMAN KNITTING MACHINE CORP.**

MAIN OFFICE

508 W. 5 St., Charlotte, N. C.  
Phone: ED 4-5546

NEW YORK OFFICE

350 Fifth Ave., N.Y.C.  
Phone: PE 6-0451

ANOTHER



LIQUIDATION

## IMMEDIATE LIQUIDATION of SHELLEY KNITTING MILLS, inc.

One of the Top Mills in the country, noted for its equipment which is complete, modern and well-kept. Estimated value of plant is over \$350,000.00 Liquidation is to be conducted through our New York office and from the office of Shelley Knitting Mills located at 1215 Glenwood Avenue, Philadelphia, Penna. Baldwin 6-0110.

### OPEN FOR INSPECTION . . . IMMEDIATE DELIVERY

- 4—Phila. Jacq. TJI, 6 cut, 30", 12 feed, 4 color strip., automats
- 4—Phila. Jacq. TJI, 14 1/4 cut, 30", 12 feed, 4 color strip.
- 2—Phila. Jacq. TAI, 6 cut, 30", 12 feed, 4 color strip.
- 2—Phila. Jacq. TAI, 8 3/4 cut, 30", 12 feed, 4 color strip.
- 2—Phila. Jacq. TAI, 9 1/4 cut, 30", 12 feed, 4 color strip.
- 1—Phila. Jacq. TAI, 10 cut, 30", 12 feed, 4 color strip.
- 2—Phila. Jacq. TAI, 13 cut, 30", 12 feed, 4 color strip.
- 2—Phila. Jacq. TAI, 13 1/2 cut, 30", 12 feed, 4 color strip.
- 6—Phila. Jacq. TAI, 16 1/2 cut, 30", 12 feed, 4 color strip.
- 4—Phila. Jacq. TA, 14", 15", 16", 17", 10, 11 1/2 & 12 cut, 4 feed
- 1—Phila. Jacq. TJ, 10 cut, 30", 12 feed, 4 color strip., automats
- 1—Phila. Jacq. LH, 8 cut, 30", 6 feed, 3 color strip.
- 1—Punch Machine, 56 Levers, for TJI Machines
- 4—Universal "Supramats" 62", 10 cut, 4 Bar, Motor and Stop Motion
- 5—Universal "Supramats" 62", 12 cut, 4 Bar, Motor and stop motion
- 4—Universal "Supramats" 62", 4 cut, 4 Bar, Motor and stop motion
- 2—Queens Model "B", 60", 10 & 12 cut, High & Low needles, Jacks
- 2—Border Machines, 8 and 10 cut, Double Head
- 4—Leighton Brass Ringers, 5 cut, 2 feed
- 1—Leighton Racker, 10 1/2", 7 cut, 3 color strip.
- 1—Leighton Transfer, 19", 10 cut, 6 feed
- 2—Leighton Transfers, 32", 34", 6 & 10 cut, 9 feed 4 color strip.
- 2—Reiner Rachel Machines, 98", 18 Gauge, 4 Guide Bars
- 1—Sipp Warp Mill with Creels and Guides. Used for striped borders

#### WINDING AND WASHING

- 1—Roto-Coner, 40 Spindles, Late Style, Motor and Waxing Attachments
- 2—Universal Backwinders, 6 Spindle, L Drive, Motors and Waxing Attach.
- 2—Cissel Dryers, 100 lb. Capacity, 2 years old
- 1—Fletcher Extractor, 48", Motor
- 4—Washing Machines, 50 and 100 pound capacity
- 2—Fantex soap mixers and pumps

#### CUTTING AND SEWING

- 4—Wolf Straight Knives, 6, 7, 8"
- 2—Eastman Straight Knives, 6"
- 4—Wolf Round Knives, 6"

- Assorted Feed Rails and Elec. Cords for Knives
- 14—Merrows, Model A3DWI, Used for Fine Gauge
- 10—Merrows, Model A3DW
- 4—Merrows, Model A3DW3, Used for Bulkies
- 2—Merrow Crochet Machines, Model 15CA
- 9—Singer Sewing Machines, Model 241-12
- 2—Singer Sewing Machines, Model 241-13
- 22—Singer Sewing Machines, Assorted Model #s
- 11—Union Spec. Sewing Machines, Assorted Model #s
- 13—Blind Stitch-Mock Fashion Machines, Lewis, U. S. and Columbia
- 2—Wilcox & Gibbs Label Sewers
- 1—Urish Glo-Marking Machines
- 28—Model "P" Loopers, 15 Point, Tables and motors
- 16—Model "P" Loopers, 14 Point, Tables and motors
- 5—Model "P" Loopers, 12 Point, Tables and motors
- 8—Hepworth Loopers, 15 Point, Tables and motors
- 5—Pressing Machines, Top and Bottom Steam, 30 x 60
- 4—Steam Tables, 30 x 60
- 6—Paris Sweater Finishers
- 2—Vacuum Units

#### OFFICE EQUIPMENT

- 1—Remington Rand Electric Typewriter
- 2—Regular Typewriters
- 2—Remington Rand Electric Adding Machines
- 1—Remington Rand Electric Calculating Machine
- 1—Remington Rand Electric Accounting and Payroll Machine
- 1—Verifax Photostat Machine
- 1—Addressograph Machine
- 1—Ditto Machine
- Assorted Desks and Cabinets
- 1—Bogen Paging System, amplifier, speakers, microphone, intercom phones
- 1—Pitney Bowes Postage Stamp Machine and Scale

#### MISCELLANEOUS EQUIPMENT

- 77—Fiber Trucks with Swivel Wheels
- 1,000 Square Feet Assorted Tables
- Assorted Metal Bins
- Fairbanks Scales, Assorted Capacities
- Hand Trucks
- 100—Wood Tables on Wheels
- Assorted Fans on Pedestals and Exhaust
- 2—Water Coolers
- 302—Fluorescent Fixtures
- Assorted Gear Head Motors
- 2—Air Compressors
- Assorted Phase and Voltage changes
- 2—IBM Time Clocks

FINANCING ARRANGED . . . TRADE-INS ACCEPTED

*Joseph Kopelowitz, Inc.*

600 BROADWAY, BROOKLYN 6, NEW YORK  
EVERgreen 7-1146



# AUCTION SALE

BY ORDER OF OWNER

MAC M. ROTHKOPF }  
GENE A. ROTHKOPF } Auctioneers

**Will sell at PUBLIC AUCTION  
on THURSDAY, MAY 19th, 1960**

At 10:30 A.M. at 55-50 Metropolitan Ave., Queens, N.Y.

## KNITTING MACHINERY

- 1—Philadelphia Jacquard Model LH, 30", 6 Feed, 3 Color Stripers, 9 Cut #2409, with Sterling Gearhead Motor 1½ HP, AC, 3 Phase.
- 1—Philadelphia Jacquard Model LA, 30", 6 Feed, 3 Color Striper, 9½ Cut, #2717 with U.S. Syncrogear Motor 1½ HP, AC, 3 Phase.
- 1—Philadelphia Jacquard Model TA, JOG System, 30", 12 Feed, 9½ Cut, #4394.
- 1—Philadelphia Jacquard Model TA, JOG System, 30", 12 Feed, 10 Cut, #4395.
- 1—Queens F. A. Flat Links, 88", 4 Bar, 9 Cut, #291A, D. J.
- 1—Queens F. A. Flat Links, 74", 4 Bar, 9 Cut, #450A, S. J.
- 1—Queens F. A. Flat Links, 74", 4 Bar, 9 Cut, #451A, S. J.
- 1—Stoll Hand Links, 44", 3 Bar, 9 Cut, #1000/34, ALU. Carriage.
- 1—44" F. A. Flat Knitting Machine, 10 Cut, 4 Bar, Ind. Drive.
- 1—26" F. A. Flat Knitting Machine, 8 Cut, 4 Bar, Ind. Drive.
- 1—Diamant Border Machine, 2 Head, 7 GA, with Motor.

## SEWING EQUIPMENT

- 1—Reece Buttonhole Model S2-BH, #17922 with Reece Green Formica Stand & Motor & Glolamp.
- 1—Chandler Button Sewer, Model 5585, #13428 with Speed Feed Hopper Stand & Motor & Glolamp.
- 1—Singer Button Hole, 71-48 with Ind. Stand & Motor.
- 1—Louis Rich Button Sewer with Extra Clamps, Ind. Stand & Motor.
- 1—Marrow Model M-3DW-1, #120022.
- 4—Merrows Model A-3DW-1, over #106000.
- 3—Singer Machines, 241-2.
- 1—Singer Machine, 251-2.
- 1—U. S. Blind Stitch, 88 KSL.
- 1—Willcox & Gibbs Label Machine, Ind. Stand & Motor.
- 1—American Blind Stitch Edge Worker Baster, Model EWP, Ind. Stand & Motor.
- 1—Marrow 60 BD, Ind. Stand & Motor.
- 1—Louis Rich Button Sewer, Ind. Stand & Motor.
- 1—Union Special Covering 11900, Ind. Stand & Motor.
- 10—Power Tables, U.S. Motor, 3 HP, AC, 3 Phase.

## PRESSING & LOOPING

- 1—Brushing Machine—56" with Auto. Switch Control, Forward & Reverse, GE Motor, 3 HP, AC-3-Phase.
- 2—Steam Tables, 24 x 48.
- 1—Steam Table, 24 x 48 with Device Att.
- 1—Steam Table, 24 x 48. Built as Calendar with Rollers for Steaming Bodies.
- 1—Press Machine, 24 x 48
- 4—10 Pt. Sotco Loopers.
- 3—14 Pt. Model P Loopers.
- 2—12 Pt. Model P Loopers
- 1—Fitzgibbons, 5 HP, Boiler & Water Tank.

## MISCELLANEOUS

- 1—Glomarker, 7 Pt.
- 1—IBM Time Clock.
- 1—Stromberg Time Clock
- 1—Maimin RK-5" Class 55-AC.
- 1—Intercom System.
- 1—International Garment Scale.
- 1—Single Head Backwinder.
- 1—Scalin Slitter.
- 2—6 End Backwinders & 2 Motors (Large Cones).
- 2—Pedestal Fans.
- 1—Yarn Puller
- 25—Fibre Work Boxes.
- 12—Metal Work Boxes.
- 3—Osc. Wall Fans.
- 2—Metal Work Tables.
- 34—Fluorescent Fixtures.
- 30—Wood Factory Chairs.
- 14—Sections Steel Shelving
- 1—Platform Scale.
- 1—Coca-Cola Machine.
- 3—Button Covering Machines.
- 1—Metal Cabinet.
- 2—Frigidaire.
- 2—Wood Cabinets.
- 1—Hand Truck, Rubber Wheels.
- 1—Flat Truck.
- 1—Step Ladder.
- 1—Counter Boy Sealing Machine.
- 1—Tumbler with Gearhead Motor, 3 HP, AC.
- 1—Westinghouse Compressor, 3 HP, A.C.
- 50—Fibre Box Trucks, Space Wheels

## OFFICE

- 1—Display Case.
- 3—Electric Wall Clocks.
- 1—Flat Top Desk & Swivel Arm Chair
- 1—G.E. Water Cooler.
- 1—Wood Clothes Cabinet.
- 1—Roll Top Desk.
- 46—Fibre Sweater Cases.

## MERCHANDISE

Large lot of Sewing Cotton; Grosgrain Ribbon; 500 Gross Buttons, Pearl & Plastic, 18/30 Line; Cellophane Bags; Gum Tape; Rolls Cord; Pin Tickets; Wrapping Paper; and many other items too numerous to list.

Inspection by appointment at any time.

For Further Information Write—Phone or Wire

# MAC M. ROTHKOPF

317 Bushwick Ave., Brooklyn 6, N.Y. — HYacinth 7-1486

DIRECTIONS TO SALE: Metropolitan Ave. bus passes door; DeKalb Ave.-Grandview Ave. bus 2 blocks; Flushing Ave. bus — 5 blocks.

**FOR SALE**

Wildman/Jacquard LA-12, 10 cut,  
30" diameter. Excellent condition.  
**BOX 150L**

**FOR SALE**

Foster Winders and Universal Backwinders. Like new.  
500 lbs. Knitting cotton—natural and colors.  
Reasonable. Call LA. 7-8977

**WANTED TO PURCHASE**

12 cut Stoll model JBOM/b.  
Call Mr. Al Cohen.  
**B & C MILLS, INC.**  
Manchester, N. H.—Telephone: NATIONAL 4-4087

**WANTED**

1—SKEIN DYEING MACHINE  
Suitable for Orlon and wool dyeing.  
**BOX 208**

**FOR SALE**

1 — 32" Grosser flat machine,  
12 cut, fully automatic.  
**BOX 200E or Virginia 6-8222**

**BRUSHING MACHINES FOR SALE**

1—54" Ainslie  
2—60" Ainslies  
1—60" McCreary  
Can be seen in operation.  
**BOX 200F**

**FOR SALE**

1—Scott & Williams MFRC, 30" interlock machine,  
18½ cut, 30 feed, fully equipped  
1—Scott & Williams MFRC, 30" interlock machine,  
20 cut, 30 feed, fully equipped

May be seen in operation.

Both machines in practically new condition.

**BOX 120B**

**FOR SALE**

30", 14 cut Philip interlock machine.  
Can be seen in operation.

**EMBASSY KNITTING MILLS, INC.**  
1013 Broadway, Brooklyn 21, N.Y. GL 5-8471

**FOR SALE**

1 Kastrinsky 84" calendar machine.  
Never used.  
**BOX 200C**

**FOR SALE**

30", 17½ cut Philip machine, like new. Latest type,  
perfect condition. Can be seen in operation.  
**BOX 200B**

**WANTED**

Foster #12 Winding machines.  
**BOX 200M**

**YARNS WANTED, FOR SALE****FOR SALE**

4200 lbs., 1/32, Turbo Orlon acrylic, on cones,  
in closed cases. Nationally known brand.

**EMBASSY KNITTING MILLS, INC.**  
1013 Broadway, Brooklyn 21, N.Y. GL 5-8471

**YARNS FOR SALE AT ATTRACTIVE PRICES**

400 lbs.—1/13, black worsted, cones  
875 lbs.—1/13, silver grey, worsted, cones  
600 lbs.—2/20, 100% alpaca, natural, skeins  
800 lbs.—2/20, brown, worsted, cones  
750 lbs.—5¼ run, bleached Orlon acrylic, cones  
700 lbs.—2/30, medium oxford, Orlon acrylic, cones  
500 lbs.—1/15, black, H. B. Orlon acrylic, cones  
400 lbs.—2/8, olive green, Turbo Orlon acrylic, cones  
2700 lbs.—1/24, lt. oxford, H. B. Orlon acrylic, cones  
1400 lbs.—14/1, med. oxford, H. B. Orlon acrylic, cones  
750 lbs.—16/1, natural, H. B. Orlon acrylic, cones  
900 lbs.—1/34, beige heather, Turbo Orlon acrylic, cones  
450 lbs.—14/1, brown heather, H. B. Orlon acrylic, cones  
1000 lbs.—3 run, med. oxford, 100% Lamb's wool, cones  
1200 lbs.—3 run, lt. blue, 90% wool, 10% Orlon acrylic, cones  
1500 lbs.—3 run, jockey red, Orlon acrylic, cones  
1500 lbs.—3 run, charcoal, Orlon acrylic, cones  
4000 lbs.—2¼ run, old gold, 75% lamb's wool, 25% Orlon acrylic, cones

**SAM SASKEN**

1441 Broadway, New York 18, N. Y. CH 4-8733

**YARNS FOR SALE - At Reasonable Prices**

3500 lbs.—1800 yds., chenille, natural, 60% linen/40% cotton cones  
1650 lbs.—3200 yds., loop yarns, white, peacock, ginger, black, cones  
2800 lbs.—15/1, spun Orlon acrylic, regular, cones  
1750 lbs.—9/1, 15/1, 1/32, 50/2, 60/2, black, Orlon acrylic and Acrilan acrylic, cones  
900 lbs.—1/20, black, 20% wool/80% Orlon acrylic, cones  
400 lbs.—2/27, maize, 100% Darvan nitril, cones  
1500 lbs.—1/24, 1/26, 1/30, 1/32, lt. and dk. oxford heather, hi bulk Orlon acrylic, cones  
2200 lbs.—3 run, 3.5 run, 5 run, lamb's wool and Orlon acrylic, cones  
600 lbs.—1¼ dk. brown, 2% red, 100% Wool Shetland, cones  
850 lbs.—2/14, 75% Wool, 25% Nylon, black, cones  
700 lbs.—1¾ run, loden green, gold, wool and nylon, cones  
1500 lbs.—1¼ and 2¼, camel, 75% wool, 22% mohair and 3% nylon

**BRITE YARNS CORP.**

191 Broadway, Brooklyn 11, N. Y.

EVERgreen 7-1525

**FOR SALE**  
**ELASTIC YARN FOR KNITTING**

• All Sizes and Colors

**B**EDFORD YARN CO.  
79 Clifton Place  
Brooklyn, N. Y.  
MAin 2-1340

**WANTED FOR CASH** Worsted · Zephyr · Synthetics · Cotton

We always carry a large stock of yarns, dyed on cones for immediate use.

**CALL EV 8-8277**

**BEN BALIF**

686 Flushing Ave.

Brooklyn 6, N. Y.

**CENTURY**  
**YARN CO.**

**WILSON YARN CORP.**

141 Wilson Ave., Brooklyn 37, N.Y.

GL 6-9686

H. BERMAN

WE PAY  
TOP PRICES  
FOR  
SURPLUS YARN

**We Buy & Sell**  
**WORSTED & SYNTHETIC**  
**YARNS**

We carry in stock  
all colors and  
all sizes for the  
knitting trade!

**WE BUY AND SELL**

Worsted — Synthetics — Blends

**AT BEST PRICES!**

**B**EDFORD YARN CO.  
79 Clifton Place  
Brooklyn, N. Y.  
MAin 2-1340

**YARNS FOR SALE**

6800 lbs., 2/18 relaxed Turbo Orlon acrylic, natural on cones.

3800 lbs., 2/24, 3/6 denier, high twist, Orlon acrylic, natural on cones.

2200 lbs., 2/24's as above, in ladies' sweater colors, on cones.

670 lbs., 2/26, 3 denier Orlon acrylic, natural on cones.

**BOX 200K**

**CONTRACTORS WANTED, CONTRACT WORK WANTED**

**CONTRACTOR SEEKS WORK**

on 17 cut Philip and 4 cut Supreme machines for knitting or knitting and finishing.

**BOX 180Q**

**KNITTING WANTED**

on Universal and Tricoma 4 cut machines.

Large production. Reasonable.

**BOX 173**

**CONTRACTOR WANTED**

with 2½ and 5 cut  
Leighton Needle Racker

**BOX 170D**

**CONTRACTOR WANTED**

Large mill seeks knitting contractor with fine gauge interlock machines.

**BOX 209**

**CONTRACTOR AVAILABLE**

on Jacquard circulars. Men's or ladies' bulkies. Any cut. Knitting only.

**BOX 200Q**

**CONTRACT WORK WANTED**

on brushed wool or Orlon. Also on Swiss type Jacquard.

**BOX 200D**

**CONTRACT WORK WANTED**

On 6 and 7 gauge flat Links machines. Men's, boys' and ladies'. Finished garments or knitting only.

**ULster 4-6501**

**JOBBER AND MANUFACTURERS ATTENTION**

Finishing plant, capable of producing 750-1000 dozen per week, is open for additional 200-300 dozen per week, on fine gauge and bulky slipons and cardigans, from separating to complete garment in box. Good workmanship.

Can also handle some knitting on bulkies and fine gauge, complete in box.

**BOX 190F**

**SERVICES, SUPPLIES FOR SALE**

**HAVING PROBLEMS WITH LABELING LAW?**

a PIN TICKET with your WPL number and fiber content will do the job!  
IMMEDIATE DELIVERY

**BROADWAY THREAD CO.**

658 Woodward Ave., Brooklyn, N. Y. EVergreen 2-8002

**SAVE MONEY ON POLYETHYLENE BAGS**

9½ x 13—G.001 @ \$5.15 per M—G.00075 @ \$4.50 per M

11 x 14—G.001 @ \$6.35 per M—G.00075 @ \$5.25 per M

**LUCKY POLYETHYLENE MFG. CO**

454 Berry St., Brooklyn 11, N. Y. EVergreen 8-5403

**SALES REPRESENTATIVES, LINES WANTED**

**SALES REPRESENTATIVE**

with showroom at top sportswear building is interested in popular priced line of sweaters. Know all leading buyers.

**ARCADE SPORTSWEAR CO.**

1370 Broadway, New York 18, N. Y. OXford 5-2857



## HELP WANTED

## FORELADY OR FOREMAN WANTED

Ladies' sweater mill wants aggressive foreman or forelady to handle sweaters from knitting through examining. Must be production and quality conscious. Preference for Jersey residents.

## BERGEN KNITTING MILLS, INC.

620—38th St., Union City, N. J. UNion 7-1068

## WINDING PLANT FOREMAN WANTED

## Night Shift — Brooklyn

Good starting salary.  
Excellent advancement possibilities.

BOX 205

## EXPERIENCED SWEATER SALESMAN WANTED

to work with mill in handling output of 500 dozen bulkies per week, medium to better priced. Must have good connections with chains and department stores.

BOX 206

## KNITTER-MECHANIC WANTED

on Links & Links flat machines. Must take charge of knitting department.

## ROCKAWAY KNITWEAR CO.

145 Mount Pleasant Ave., Rockaway, N. J. OAKwood 7-1014

## MECHANIC WANTED

on circular and flats. Steady work. Good pay.

HYacinth 7-2552

## DUBIED MECHANIC

Master mechanic required with particular proficiency in the handling of Dubied machines. Equipment of 50 machines includes the latest in DDD's, DL's and DRL's. Production includes fine gauge trim for full fashioned sweaters and coarse gauge bulky sweaters. Position is mainly concerned with maintenance, set-up, and some styling assistance stitchwise.

Salary commensurate with experience and ability. Mill located in beautiful Pennsylvania community 120 miles from New York City.

Reply in detail to BOX 203

## TRADE WANTS

RATES: one insertion—35 cents per word. Words set completely in capitals—40 cents per word. Box numbers count as two words. Minimum cost of advertisement—\$5.50. Minimum cost of Positions Wanted advertisements—\$5.00. Trade Wants for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

Knitter-Mechanic Available: Experienced flats, bulkies, trimmings. Creative. Full or part time. Box 200.

CONTRACTOR SEEKS ADDITIONAL WORK ON ALL KINDS OF SWEATERS. FINISHING ONLY. EXCELLENT WORKMANSHIP. BOX 201.

MANUFACTURERS AGENT. SHOWROOM 1407 BROADWAY. KNITWEAR EXECUTIVE. PRODUCTION — STYLING — SALES. WILL REPRESENT RELIABLE FIRM. POPULAR TO BETTER. BOX 202.

Contractor wanted with 8 or 9 cut Jersey machines, to make coats with pockets. First class work only. Box 204.

LEASE—SALE. LOFTS—BUILDINGS. ALL SIZES—ALL LOCATIONS. MILTON WOLF & CO., 744 BROAD STREET, NEWARK, NEW JERSEY. MI. 3-8844.

Looping Wanted. 7 point Sotco and 15 P machines. Quality workmanship guaranteed. Sanders Looping, Inc., 270 Irving Avenue, Brooklyn, N.Y.. HYacinth 7-7924.

## CLOSEOUTS WANTED

## CLOSE-OUTS WANTED

CASH PAID for surplus stocks of Sweaters and Bathing Suits.

## BERNETTE TEXTILE COMPANY

101 W. 31 St., New York City

BRyant 9-5526-7

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We pay cash for closeouts. Stripes, fancies, solids, underwear materials, etc. Full pieces and remnants. Also interested in woven fabrics.

## HUB OVERSEAS CO., INC.

394 Broadway, New York 13, New York WOrth 6-5544

## KNIT CLOSE-OUTS WANTED

Top prices for solids, stripes and fancies.

## S. LEVINE AND SONS

639 N. 2nd St., Allentown, Pa., HEmlack 5-3578

## CLOSEOUTS WANTED

For Export to South America  
ALL KINDS OF KNITWEAR — CASH PAID

## NU-STYLE KNITWEAR CO.

264 Canal St., New York 13, N. Y.

WA. 5-4268

## MACHINERY WANTED — FOR SALE

## MACHINERY WANTED

Universal Roto-coner, 20 or 40 spindle.  
With or without emulsion attachment.

BOX 200R

or call AL Roth — LO 4-7130

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